Your SELECT statement is s (allocat? or assign? or distribut?)(5n)(lead or leads) (5n) ((predetermined or selected or limited or limit or limits) (4n) (time or times or period? ? or day? ? or month? ? or year? ?) Items File 2: INSPEC_1969-2004/Jan W4 7: Social SciSearch(R)_1972-2004/Feb W1 8: Ei Compendex(R)_1970-2004/Jan W4 9: Business & Industry(R)_Jul/1994-2004/Feb 04 1 13: BAMP 2004/Jan W3 11 15: ABI/Inform(R) 1971-2004/Feb 05 Processing 16: Gale Group PROMT(R) 1990-2004/Feb 05 8 19: Chem. Industry Notes 1974-2004/ISS 200405 Processing Processing Processing Processing 20: Dialog Global Reporter_1997-2004/Feb 05 1 34: SciSearch(R) Cited Ref Sci_1990-2004/Feb W1 47: Gale Group Magazine DB(TM) 1959-2004/Feb 04 62: SPIN(R)_1975-2004/Dec W2 1 Examined 50 files 2 88: Gale Group Business A.R.T.S._1976-2004/Feb 05 94: JICST-EPlus_1985-2004/Jan W4 1 95: TEME-Technology & Management_1989-2004/Jan W3 1 1 101: Disclosure Database(R)_2004/Feb W1 103: Energy SciTec_1974-2004/Jan B2 144: Pascal 1973-2004/Jan W4 Examined 100 files Processing 148: Gale Group Trade & Industry DB 1976-2004/Feb 05 11 11 180: Federal Register_1985-2004/Feb 05 Examined 150 files 241: Elec. Power DB_1972-1999Jan 1 245: WATERNET (TM) _1971-2003Q2 249: PIRA Mgt. & Mktg. Abs._1976-2004Feb W1 258: AP News $Jul_2000-2004/\overline{F}eb$ 05 1 277: ONTAP(R) Investext(R)_ Examined 200 files 340: CLAIMS(R)/US Patent_1950-04/Feb 03 3 342: Derwent Patents Citation Indx 1978-04/200402 348: EUROPEAN PATENTS_1978-2004/Jan W05 349: PCT FULLTEXT 1979-2002/UB=20040129,UT=20040122 Examined 250 files 440: Current Contents Search(R) 1990-2004/Feb 05 4 Examined 300 files 484: Periodical Abs Plustext_1986-2004/Feb W1 485: Accounting & Tax DB_1971-2004/Jan W4 541: SEC Online (TM) Annual Repts 1997/Sep W3 Examined 350 files 542: SEC Online(TM) 10-K Reports_1997/Sep W3 Processing Processing 545: Investext(R)_1982-2004/Feb 05 553: Wilson Bus. Abs. FullText 1982-2004/Jan 570: Gale Group MARS(R) 1984-2004/Feb 05 1 Examined 400 files 1 609: Bridge World Markets_2000-2001/Oct 01 613: PR Newswire 1999-2004/Feb 05 621: Gale Group New Prod.Annou.(R)_1985-2004/Feb 05 626: Bond Buyer Full Text_1981-2004/Feb 05 636: Gale Group Newsletter DB(TM)_1987-2004/Feb 05 647: CMP Computer Fulltext 1988-2004/Jan W4 649: Gale Group Newswire ASAP(TM)_2004/Jan 23 Processing

Processing

SMO

```
Processing
             34 654: US Pat.Full._1976-2004/Feb 03
       Examined 450 files
Processing
      Examined 500 files
              1 775: EdgarPlus(TM)-Reg. Statements_2004/Feb 05
Processing
                  810: Business Wire_1986-1999/Feb 28
                 813: PR Newswire_1987-1999/Apr 30
      Examined 550 files
Processing
Processing
Processing
                  992: NewsRoom 2003/Jan-Sep 30
Processing
Processing
                  993: NewsRoom 2002
Processing
                  994: NewsRoom 2001
Processing
                  995: NewsRoom 2000
```

52 files have one or more items; file list includes 555 files.

```
Set
        Items
                (ALLOCAT? OR ASSIGN? OR DISTRIBUT?) (5N) (LEAD OR LEADS) (5N) -
S1
             ((PREDETERMINED OR SELECTED OR LIMITED OR LIMIT OR LIMITS) (4N-
             )(TIME OR TIMES OR PERIOD? ? OR DAY? ? OR MONTH? ? OR YEAR? ?-
             ))
           59
                RD (unique items)
S2
S3
           40
                S2 AND PY<=1999
                S3 AND ((SALES OR BUSINESS OR INSURANCE OR MARKET OR MARKE-
                                                                               - VWC
             TING OR CUSTOMER? ? OR CONSUMER? ?) (4N) (LEAD OR LEADS))
       2:INSPEC 1969-2004/Jan W4
File
         (c) 2004 Institution of Electrical Engineers
File
       7:Social SciSearch(R) 1972-2004/Feb W1
         (c) 2004 Inst for Sci Info
File
       8:Ei Compendex(R) 1970-2004/Jan W4
         (c) 2004 Elsevier Eng. Info. Inc.
       9:Business & Industry(R) Jul/1994-2004/Feb 04
File
         (c) 2004 Resp. DB Svcs.
File
     13:BAMP 2004/Jan W3
         (c) 2004 Resp. DB Svcs.
     15:ABI/Inform(R) 1971-2004/Feb 05
File
         (c) 2004 ProQuest Info&Learning
     16:Gale Group PROMT(R) 1990-2004/Feb 05
File
         (c) 2004 The Gale Group
     19:Chem.Industry Notes 1974-2004/ISS 200405
File
         (c) 2004 Amer.Chem.Soc.
     20:Dialog Global Reporter 1997-2004/Feb 05
File
         (c) 2004 The Dialog Corp.
     34:SciSearch(R) Cited Ref Sci 1990-2004/Feb W1
File
         (c) 2004 Inst for Sci Info
     47: Gale Group Magazine DB(TM) 1959-2004/Feb 04
File
         (c) 2004 The Gale group
     62:SPIN(R) 1975-2004/Dec W2
File
         (c) 2004 American Institute of Physics
File
     88:Gale Group Business A.R.T.S. 1976-2004/Feb 05
         (c) 2004 The Gale Group
     94:JICST-EPlus 1985-2004/Jan W4
File
         (c) 2004 Japan Science and Tech Corp(JST)
     95:TEME-Technology & Management 1989-2004/Jan W3
File
         (c) 2004 FIZ TECHNIK
File 101:Disclosure Database(R) 2004/Feb W1
         (c) 2004 Thomson Financial
File 103:Energy SciTec 1974-2004/Jan B2
         (c) 2004 Contains copyrighted material
File 144:Pascal 1973-2004/Jan W4
         (c) 2004 INIST/CNRS
File 148:Gale Group Trade & Industry DB 1976-2004/Feb 05
         (c) 2004 The Gale Group
File 180:Federal Register 1985-2004/Feb 05
         (c) 2004 format only The DIALOG Corp
File 241:Elec. Power DB 1972-1999Jan
         (c) 1999 Electric Power Research Inst.Inc
File 245:WATERNET(TM) 1971-2003Q2
         (c) 2003 American Water Works Association
File 249:PIRA Mgt. & Mktg. Abs. 1976-2004Feb Wl
         (c) 2004 Pira International
File 258:AP News Jul 2000-2004/Feb 05
         (c) 2004 Associated Press
File 277:ONTAP(R) Investext(R)
         (c) 1992 Thomson Financial Networks
File 440:Current Contents Search(R) 1990-2004/Feb 05
         (c) 2004 Inst for Sci Info
File 484:Periodical Abs Plustext 1986-2004/Feb W1
         (c) 2004 ProQuest
File 485:Accounting & Tax DB 1971-2004/Jan W4
         (c) 2004 ProQuest Info&Learning
File 553:Wilson Bus. Abs. FullText 1982-2004/Jan
         (c) 2004 The HW Wilson Co
File 570:Gale Group MARS(R) 1984-2004/Feb 05
```

(c) 2004 The Gale Group

File 609:Bridge World Markets 2000-2001/Oct 01 (c) 2001 Bridge File 613:PR Newswire 1999-2004/Feb 05 (c) 2004 PR Newswire Association Inc File 621:Gale Group New Prod.Annou.(R) 1985-2004/Feb 05 (c) 2004 The Gale Group File 626:Bond Buyer Full Text 1981-2004/Feb 05 (c) 2004 Bond Buyer File 636: Gale Group Newsletter DB (TM) 1987-2004/Feb 05 (c) 2004 The Gale Group File 647:CMP Computer Fulltext 1988-2004/Jan W4 (c) 2004 CMP Media, LLC File 649: Gale Group Newswire ASAP (TM) 2004/Jan 23 (c) 2004 The Gale Group File 775: EdgarPlus (TM) - Reg. Statements 2004/Feb 05 (c) 2004 Disclosure Inc File 810:Business Wire 1986-1999/Feb 28 (c) 1999 Business Wire File 813:PR Newswire 1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc File 992:NewsRoom 2003/Jan-Sep 30 (c) 2004 The Dialog Corporation File 993:NewsRoom 2002 (c) 2004 The Dialog Corporation File 994:NewsRoom 2001 (c) 2004 The Dialog Corporation File 995:NewsRoom 2000 (c) 2004 The Dialog Corporation

Your SELECT statement is s (sole? or exclusive?) (4n) (access? or right? ? or control?) (4n) (lead or leads) (3n) (sales or business or customer? ? or consumer? ? or market or marketing) File Items 7: Social SciSearch(R)_1972-2004/Feb W1 9: Business & Industry(R)_Jul/1994-2004/Feb 05 14 11: PsycINFO(R)_1887-2004/Feb W1 2 13: BAMP 2004/Jan W3 14 15: ABI/Inform(R)_1971-2004/Feb 06 Processing 16: Gale Group PROMT(R) 1990-2004/Feb 06 63 3 18: Gale Group F&S Index(R) 1988-2004/Feb 06 19: Chem. Industry Notes 1974-2004/ISS 200405 4 Processing 48 20: Dialog Global Reporter 1997-2004/Feb 06 21: NCJRS 1972-2004/Jan 1 34: SciSearch(R) Cited Ref Sci_1990-2004/Feb W1 47: Gale Group Magazine DB(TM)_1959-2004/Feb 05 75: TGG Management Contents(R) 86-2004/Jan W4 Examined 50 files 88: Gale Group Business A.R.T.S. 1976-2004/Feb 06 101: Disclosure Database(R)_2004/Feb W1 103: Energy SciTec_1974-2004/Jan B2 107: Adis R&D Insight_1986-2004/Feb W1 112: UBM Industry News_1998-2004/Jan 27 1 6 128: PHARMAPROJECTS_1980-2004/Jan W4 129: PHIND(Archival)_1980-2004/Feb W1 12 132: S&P's Daily News_1985-2004/Feb 05 3 135: NewsRx Weekly Reports_1995-2004/Feb W1 139: EconLit_1969-2004/Jan 141: Readers Guide 1983-2004/Jan Examined 100 files Processing 148: Gale Group Trade & Industry DB 1976-2004/Feb 06 39 158: DIOGENES(R)_1976-2004/Feb W1 160: Gale Group PROMT(R)_1972-1989 180: Federal Register_1985-2004/Feb 06 187: F-D-C Reports 1987-2004/Jan W4 5 Examined 150 files 1 258: AP News Jul 2000-2004/Feb 06 262: CBCA Fulltext 1982-2004/Feb 275: Gale Group Computer DB(TM) 1983-2004/Feb 06 Examined 200 files 315: ChemEng & Biotec Abs 1970-2004/Jan 1 319: Chem Bus NewsBase_1984-2004/Feb 06 347: JAPIO_Oct 1976-2003/Oct(Updated 040202) 1 358: Current BioTech Abs_1983-2004/Jan Examined 250 files 1 427: Fort Worth Star-Telegram_1993-2004/Feb 05 440: Current Contents Search(R) 1990-2004/Feb 06 1 441: ESPICOM Pharm&Med DEVICE NEWS_2004/Feb W1 445: IMS R&D Focus_1991-2004/Jan W3 10 449: IMS Company Profiles_1992-2004/Feb 455: Drug News & Perspectives_1992-2004/Jan 459: Daily Essentials (Archival) 1996-2004/Feb W1 Examined 300 files 476: Financial Times Fulltext_1982-2004/Feb 06 484: Periodical Abs Plustext_1986-2004/Feb W1 485: Accounting & Tax DB_1971-2004/Feb W1 492: Arizona Repub/Phoenix Gaz_19862002/Jan 06 501: Extel Intl News Cards_1995-2002/Mar W4 510: ESPICOM Pharm & Med Co. Profile_2004/Jan

541: SEC Online(TM) Annual Repts_1997/Sep W3

543: SEC Online (TM) 10-Q Reports 1997/Sep W3

Processing

Examined 350 files

```
vestext(R)_1982-2004/Feb 06
                     553: Wilson Bus. Abs. FullText 1982-2004/Jan
                     554: TFSD J V & Alliances_1990-2004/Feb 06
                     570: Gale Group MARS(R)_1984-2004/Feb 06
                     583: Gale Group Globalbase (TM) 1986-2002/Dec 13
                     608: KR/T Bus. News. 1992-2004/Feb 06
        Examined 400 files
                     609: Bridge World Markets_2000-2001/Oct 01
                     610: Business Wire 1999-2004/Feb 06
                     612: Japan Economic Newswire (TM) 1984-2004/Feb 06
                     613: PR Newswire 1999-2004/Feb 06
                     619: Asia Intelligence Wire 1995-2004/Feb 05
                     621: Gale Group New Prod.Annou.(R)_1985-2004/Feb 06
                25
                     624: McGraw-Hill Publications 1985-2004/Feb 05
                     634: San Jose Mercury_ Jun 1985-2004/Feb 05 635: Business Dateline(R)_1985-2004/Feb 06
                10
                     636: Gale Group Newsletter DB(TM) 1987-2004/Feb 06
                29
                     637: Journal of Commerce 1986-2004/Feb 05
                     638: Newsday/New York Newsday_1987-2004/Feb 05 640: San Francisco Chronicle_1988-2004/Feb 06
                     641: Rocky Mountain News_Jun 1989-2004/Feb 04
                     643: Grand Forks Herald 1995-2004/Feb 05
                     647: CMP Computer Fulltext 1988-2004/Jan W4
                     649: Gale Group Newswire ASAP(TM) 2004/Jan 26
        Examined 450 files
                     696: DIALOG Telecom. Newsletters 1995-2004/Feb 06
                     702: Miami Herald 1983-2004/Feb 05
                     711: Independent (London) Sep 1988-2004/Feb 06 727: Canadian Newspapers_1990-2004/Feb 06
                     728: Asia/Pac News 1994-2004/Feb W1
                     739: The Fresno Bee 1990-2004/Feb 05
       Examined 500 files
                     750: Emerging Mkts & Middle East News 1995-2004/Feb 05
                     757: Mirror Publications/Independent
                           Newspapers_2000-2004/Feb 06
                     760: Euromonitor Strategy_2004/Jan
                     761: Datamonitor Market Res._1992-2004/Jan
762: Euromonitor Market Res._1991-2004/Jan
                     764: BCC Market Research 1989-2004/Jan
                     766: (R) Kalorama Info Market Res. 1993-2000/Aug
767: Frost & Sullivan Market Eng_2004/Feb
                     781: ProQuest Newsstand_1998-2004/Feb 06
                     810: Business Wire 1986-1999/Feb 28
                     813: PR Newswire 1987-1999/Apr 30
                     985: World News Connection(R) 1995-2004/Feb 06
       Examined 550 files
                     990: NewsRoom Current Oct 2003-2004/Feb 06
Processing
Processing
               21
                     992: NewsRoom 2003/Jan-Sep 30
Processing
                     993: NewsRoom 2002
                 9
                     994: NewsRoom 2001
Processing
                     995: NewsRoom 2000
```

97 files have one or more items; file list includes 555 files. One or more terms were invalid in 2 files.

```
Set
        Items
                 Descripti
                 ((SOLE? OR EXCLUSIVE?) (4N) (ACCESS? OR RIGHT? ? OR CONTROL?-
S1
             ) (4N) (LEAD OR LEADS) (3N) (SALES OR BUSINESS OR CUSTOMER? ? OR -
       CONSUMER? ? OR MARKET OR MARKETING)) AND PY<=1999
162 RD (unique items)
9:Business & Industry(R) Jul/1994-2004/Feb 05
S2
File
          (c) 2004 Resp. DB Svcs.
      15:ABI/Inform(R) 1971-2004/Feb 06
File
          (c) 2004 ProQuest Info&Learning
File
      16:Gale Group PROMT(R) 1990-2004/Feb 06
          (c) 2004 The Gale Group
File
      18:Gale Group F&S Index(R) 1988-2004/Feb 06
          (c) 2004 The Gale Group
      19:Chem.Industry Notes 1974-2004/ISS 200405
File
          (c) 2004 Amer.Chem.Soc.
      20:Dialog Global Reporter 1997-2004/Feb 06
File
          (c) 2004 The Dialog Corp.
      21:NCJRS 1972-2004/Jan
File
          (c) format only 2004 The Dialog Corporation
      47:Gale Group Magazine DB(TM) 1959-2004/Feb 05
File
          (c) 2004 The Gale group
      88:Gale Group Business A.R.T.S. 1976-2004/Feb 06
File
          (c) 2004 The Gale Group
File 112:UBM Industry News 1998-2004/Jan 27
          (c) 2004 United Business Media
File 129:PHIND(Archival) 1980-2004/Feb W1
          (c) 2004 PJB Publications, Ltd.
File 132:S&P's Daily News 1985-2004/Feb 05
          (c) 2004 McGraw-Hill Companies Inc
File 135:NewsRx Weekly Reports 1995-2004/Feb W1
          (c) 2004 NewsRx
File 139:EconLit 1969-2004/Jan
          (c) 2004 American Economic Association
File 148:Gale Group Trade & Industry DB 1976-2004/Feb 06
          (c)2004 The Gale Group
File 158:DIOGENES(R) 1976-2004/Feb W1
          (c) 2004 DIOGENES
File 160:Gale Group PROMT(R) 1972-1989
          (c) 1999 The Gale Group
File 262:CBCA Fulltext 1982-2004/Feb
          (c) 2004 Micromedia Ltd.
File 275:Gale Group Computer DB(TM) 1983-2004/Feb 06
          (c) 2004 The Gale Group
File 441:ESPICOM Pharm&Med DEVICE NEWS 2004/Feb W1
          (c) 2004 ESPICOM Bus. Intell.
File 449:IMS Company Profiles 1992-2004/Feb
          (c) 2004 IMS Health & Affiliates
File 455:Drug News & Perspectives 1992-2004/Jan
          (c) 2004 Prous Science
File 459: Daily Essentials (Archival) 1996-2004/Feb W1
          (c) 2004 Prous Science
File 476:Financial Times Fulltext 1982-2004/Feb 06
         (c) 2004 Financial Times Ltd
File 484:Periodical Abs Plustext 1986-2004/Feb W1
         (c) 2004 ProQuest
File 492:Arizona Repub/Phoenix Gaz 19862002/Jan 06
         (c) 2002 Phoenix Newspapers
File 501:Extel Intl News Cards 1995-2002/Mar W4
         (c) 2002 Extel Financial Inc
File 510:ESPICOM Pharm & Med Co. Profile 2004/Jan
         (c) 2004 ESPICOM Bus. Int.
File 553:Wilson Bus. Abs. FullText 1982-2004/Jan
         (c) 2004 The HW Wilson Co
File 554:TFSD J V & Alliances 1990-2004/Feb 06
         (c) 2004 Thomson Fin Sec Data
File 570: Gale Group MARS(R) 1984-2004/Feb 06
         (c) 2004 The Gale Group
File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13
```

(c) 2002 The Gale Group

9-2004/Feb 06 File 610:Business Wire 1 (c) 2004 Business Wire. File 612: Japan Economic Newswire (TM) 1984-2004/Feb 06 (c) 2004 Kyodo News File 613:PR Newswire 1999-2004/Feb 06 (c) 2004 PR Newswire Association Inc File 619: Asia Intelligence Wire 1995-2004/Feb 05 (c) 2004 Fin. Times Ltd File 621:Gale Group New Prod. Annou. (R) 1985-2004/Feb 06 (c) 2004 The Gale Group File 624:McGraw-Hill Publications 1985-2004/Feb 05 (c) 2004 McGraw-Hill Co. Inc File 634:San Jose Mercury Jun 1985-2004/Feb 05 (c) 2004 San Jose Mercury News File 635:Business Dateline(R) 1985-2004/Feb 06 (c) 2004 ProQuest Info&Learning File 636:Gale Group Newsletter DB(TM) 1987-2004/Feb 06 (c) 2004 The Gale Group File 637: Journal of Commerce 1986-2004/Feb 05 (c) 2004 Commonwealth Bus. Media File 640:San Francisco Chronicle 1988-2004/Feb 06 (c) 2004 Chronicle Publ. Co. File 641: Rocky Mountain News Jun 1989-2004/Feb 04 (c) 2004 Scripps Howard News File 647:CMP Computer Fulltext 1988-2004/Jan W4 (c) 2004 CMP Media, LLC File 649:Gale Group Newswire ASAP(TM) 2004/Jan 26 (c) 2004 The Gale Group File 696:DIALOG Telecom. Newsletters 1995-2004/Feb 06 (c) 2004 The Dialog Corp. File 711: Independent (London) Sep 1988-2004/Feb 06 (c) 2004 Newspaper Publ. PLC File 727: Canadian Newspapers 1990-2004/Feb 06 (c) 2004 Southam Inc. File 728:Asia/Pac News 1994-2004/Feb W1 (c) 2004 Dialog Corporation File 739: The Fresno Bee 1990-2004/Feb 05 (c) 2004 The Fresno Bee File 750: Emerging Mkts & Middle East News 1995-2004/Feb 05 (c) 2004Dialog Corp. File 761:Datamonitor Market Res. 1992-2004/Jan (c) 2004 Datamonitor File 762:Euromonitor Market Res. 1991-2004/Jan (c) 2004 Euromonitor Intl.Inc. File 764:BCC Market Research 1989-2004/Jan (c) 2004 Business Communication Co. File 766: (R) Kalorama Info Market Res. 1993-2000/Aug (c) 2000 Kalorama Info Inc File 810:Business Wire 1986-1999/Feb 28 (c) 1999 Business Wire File 813:PR Newswire 1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc

File 985:World News Connection(R) 1995-2004/Feb 06

2004 NTIS

?

Your SELECT statement is.
s pristinetraffic? or findmyleads?

```
File
   Items
            16: Gale Group PROMT(R) 1990-2004/Feb 06
          20: Dialog Global Reporter_1997-2004/Feb 06
Examined 50 files
        1 111: TGG Natl.Newspaper Index(SM)_1979-2004/Feb 04
Examined 100 files
       1 148: Gale Group Trade & Industry DB_1976-2004/Feb 06
Examined 150 files
       4 225: DIALOG(R): Domain Names 1997 - Nov. 2003
Examined 200 files
Examined 250 files
Examined 300 files
Examined 350 files
Examined 400 files
       2 610: Business Wire_1999-2004/Feb 06
         621: Gale Group New Prod.Annou.(R)_1985-2004/Feb 06
          649: Gale Group Newswire ASAP(TM) 2004/Jan 26
       1
Examined 450 files
Examined 500 files
Examined 550 files
       3 992: NewsRoom 2003/Jan-Sep 30
```

9 files have one or more items; file list includes 555 files.

Set Items Descript PRISTINETRAFFIC? OR FINDMYLEADS? S1 15 RD (unique items) — WWX S2 8 16:Gale Group PROMT(R) 1990-2004/Feb 06 (c) 2004 The Gale Group 20:Dialog Global Reporter 1997-2004/Feb 06 (c) 2004 The Dialog Corp. File 111:TGG Natl.Newspaper Index(SM) 1979-2004/Feb 04 (c) 2004 The Gale Group File 148:Gale Group Trade & Industry DB 1976-2004/Feb 06 (c)2004 The Gale Group File 225:DIALOG(R):Domain Names 1997 - Nov. 2003 (c) 2003 Dialog & SnapNames. File 610:Business Wire 1999-2004/Feb 06 (c) 2004 Business Wire. File 621:Gale Group New Prod.Annou.(R) 1985-2004/Feb 06 (c) 2004 The Gale Group File 649:Gale Group Newswire ASAP(TM) 2004/Jan 26 (c) 2004 The Gale Group File 992:NewsRoom 2003/Jan-Sep 30

(c) 2004 The Dialog Corporation

```
s (PrimeQ()Solutions) and (lead or leads)
        Items
                File
         - - - -
                 16: Gale Group PROMT(R)_1990-2004/Feb 06
                20: Dialog Global Reporter_1997-2004/Feb 06
            5
    Examined 50 files
            1 111: TGG Natl.Newspaper Index(SM)_1979-2004/Feb 04
    Examined 100 files
            4 148: Gale Group Trade & Industry DB_1976-2004/Feb 06
    Examined 150 files
    Examined 200 files
    Examined 250 files
    Examined 300 files
    Examined 350 files
            1 608: KR/T Bus.News. 1992-2004/Feb 06
    Examined 400 files
               610: Business Wire 1999-2004/Feb 06
            4 621: Gale Group New Prod.Annou.(R)_1985-2004/Feb 06 649: Gale Group Newswire ASAP(TM)_2004/Jan 26
    Examined 450 files
    Examined 500 files
    Examined 550 files
            7 992: NewsRoom 2003/Jan-Sep 30
```

Your SELECT statement is:

9 files have one or more items; file list includes 555 files.

Set Items Descript (PRIMEQ()SOLUTIONS) AND (LEAD OR LEADS) S1 35 RD (unique items) 11 S2 0 S2 AND PY<=2000 S3 File 16:Gale Group PROMT(R) 1990-2004/Feb 06 (c) 2004 The Gale Group File 20:Dialog Global Reporter 1997-2004/Feb 06 (c) 2004 The Dialog Corp. File 111:TGG Natl.Newspaper Index(SM) 1979-2004/Feb 04 (c) 2004 The Gale Group File 148:Gale Group Trade & Industry DB 1976-2004/Feb 06 (c) 2004 The Gale Group File 608:KR/T Bus.News. 1992-2004/Feb 06 (c)2004 Knight Ridder/Tribune Bus News File 610:Business Wire 1999-2004/Feb 06 (c) 2004 Business Wire. File 621:Gale Group New Prod.Annou.(R) 1985-2004/Feb 06 (c) 2004 The Gale Group File 649:Gale Group Newswire ASAP(TM) 2004/Jan 26 (c) 2004 The Gale Group File 992:NewsRoom 2003/Jan-Sep 30 (c) 2004 The Dialog Corporation

Your SELECT statement is.
s (realtor()referral()program) and py<=1999

```
Items File

1 15: ABI/Inform(R)_1971-2004/Feb 06

Examined 50 files

Examined 100 files

Examined 200 files

Examined 250 files

Examined 300 files

Examined 350 files

Examined 350 files

Examined 400 files

Examined 400 files

Examined 450 files

Examined 500 files

Examined 500 files

Examined 500 files

Examined 550 files
```

2 files have one or more items; file list includes 555 files. One or more terms were invalid in 102 files.

Set Items Description
S1 3 (REALTOR()REFERRAL()PROGRAM) AND PY<=1999
S2 3 RD (unique items) WW
File 15:ABI/Inform(R) 1971-2004/Feb 06
(c) 2004 ProQuest Info&Learning
File 635:Business Dateline(R) 1985-2004/Feb 06
(c) 2004 ProQuest Info&Learning

Your SELECT statement is:
s ((exclusive or semi()exclusive or semi-exclusive or semiexclusive)()(lead or leads)) and py<=1999

```
File
    Items
             16: Gale Group PROMT(R)_1990-2004/Feb 06
        5
             20: Dialog Global Reporter 1997-2004/Feb 06
             47: Gale Group Magazine DB(TM) 1959-2004/Feb 05
Examined 50 files
             88: Gale Group Business A.R.T.S. 1976-2004/Feb 06
Examined 100 files
        8 148: Gale Group Trade & Industry DB 1976-2004/Feb 06
           160: Gale Group PROMT(R) 1972-1989
          180: Federal Register 1985-2004/Feb 06
Examined 150 files
        2 275: Gale Group Computer DB(TM) 1983-2004/Feb 06
Examined 200 files
        9 347: JAPIO Oct 1976-2003/Oct(Updated 040202)
            348: EUROPEAN PATENTS 1978-2004/Jan W05
          349: PCT FULLTEXT 1979-2002/UB=20040129,UT=20040122
        1
Examined 250 files
Examined 300 files
           484: Periodical Abs Plustext_1986-2004/Feb W1
           485: Accounting & Tax DB 1971-2004/Feb W1
        1
Examined 350 files
           544: SEC Online (TM) Proxy Repts 1997/Sep W3
        3
           545: Investext(R)_1982-2004/Feb 06
        3
           564: ICC Brit.Co.Ann.Rpts_1984-2004/Feb 02
        1
            570: Gale Group MARS(R)_1984-2004/Feb 06
           608: KR/T Bus.News. 1992-2004/Feb 06
        9
Examined 400 files
           610: Business Wire_1999-2004/Feb 06
        1
           613: PR Newswire 1999-2004/Feb 06
        1
           621: Gale Group New Prod. Annou. (R) 1985-2004/Feb 06
        4
           624: McGraw-Hill Publications_1985-2004/Feb 05
        1
           635: Business Dateline(R)_1985-2004/Feb 06
        1
           636: Gale Group Newsletter DB(TM)_1987-2004/Feb 06
           649: Gale Group Newswire ASAP(TM) 2004/Jan 26
        4
           654: US Pat.Full._1976-2004/Feb 03
Examined 450 files
           701: St Paul Pioneer Pr Apr_1988-2004/Feb 01
        1
           710: Times/Sun.Times(London) Jun 1988-2004/Feb 05
        1
           719: (Albany) The Times Union Mar 1986-2004/Jan 16
       2
           727: Canadian Newspapers 1990-2004/Feb 06
Examined 500 files
           750: Emerging Mkts & Middle East News 1995-2004/Feb 05
        1
           765: Frost & Sullivan 1992-1999/Apr
           781: ProQuest Newsstand_1998-2004/Feb 06
            810: Business Wire_1986-1999/Feb 28
        6
           813: PR Newswire_1987-1999/Apr 30
Examined 550 files
```

35 files have one or more items; file list includes 555 files. One or more terms were invalid in 102 files.

```
Set
        Items
                Descript
                ((EXCLUSIVE OR SEMI()EXCLUSIVE OR SEMI-EXCLUSIVE OR SEMIEX-
S1
          104
             CLUSIVE) () (LEAD OR LEADS) ) AND PY<=1999
                RD (unique items)
S2
      16:Gale Group PROMT(R) 1990-2004/Feb 06
File
         (c) 2004 The Gale Group
      20:Dialog Global Reporter 1997-2004/Feb 06
File
          (c) 2004 The Dialog Corp.
      47:Gale Group Magazine DB(TM) 1959-2004/Feb 05
File
         (c) 2004 The Gale group
      88:Gale Group Business A.R.T.S. 1976-2004/Feb 06
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File 148:Gale Group Trade & Industry DB 1976-2004/Feb 06
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File 160:Gale Group PROMT(R) 1972-1989
         (c) 1999 The Gale Group
File 180: Federal Register 1985-2004/Feb 06
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File 275:Gale Group Computer DB(TM) 1983-2004/Feb 06
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File 347: JAPIO Oct 1976-2003/Oct (Updated 040202)
         (c) 2004 JPO & JAPIO
File 348:EUROPEAN PATENTS 1978-2004/Jan W05
         (c) 2004 European Patent Office
File 349:PCT FULLTEXT 1979-2002/UB=20040129,UT=20040122
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File 484:Periodical Abs Plustext 1986-2004/Feb W1
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File 544:SEC Online(TM) Proxy Repts 1997/Sep W3
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File 545:Investext(R) 1982-2004/Feb 06
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File 570:Gale Group MARS(R) 1984-2004/Feb 06
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File 608:KR/T Bus.News. 1992-2004/Feb 06
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File 613:PR Newswire 1999-2004/Feb 06
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File 624:McGraw-Hill Publications 1985-2004/Feb 05
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File 635:Business Dateline(R) 1985-2004/Feb 06
         (c) 2004 ProQuest Info&Learning
File 636:Gale Group Newsletter DB(TM) 1987-2004/Feb 06
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File 649:Gale Group Newswire ASAP(TM) 2004/Jan 26
         (c) 2004 The Gale Group
File 654:US Pat.Full. 1976-2004/Feb 03
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File 701:St Paul Pioneer Pr Apr 1988-2004/Feb 01
         (c) 2004 St Paul Pioneer Press
File 710:Times/Sun.Times(London) Jun 1988-2004/Feb 05
         (c) 2004 Times Newspapers
File 719: (Albany) The Times Union Mar 1986-2004/Jan 16
         (c) 2004 Times Union
File 727: Canadian Newspapers 1990-2004/Feb 06
         (c) 2004 Southam Inc.
File 750: Emerging Mkts & Middle East News 1995-2004/Feb 05
         (c) 2004Dialog Corp.
File 765:Frost & Sullivan 1992-1999/Apr
         (c) 1999 Frost & Sullivan Inc.
File 781:ProQuest Newsstand 1998-2004/Feb 06
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File 810:Business Wire 1986-1999/Feb 28
(c) 1999 Business Wire

File 813:PR Newswire 1987-1999/Apr 30 (c) 1999 PR Newswire Association Inc

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Your SELECT statement is s ((sole? or exclusive?)(4n)(access? or right? ? or control?)(4n)(lead or leads) (3n) (sales or business or customer? ? or consumer? ? or market or marketing)) and py<=1999 File Items 9: Business & Industry(R)_Jul/1994-2004/Feb 05 9 15: ABI/Inform(R) 1971-2004/Feb 06 Processing 33 16: Gale Group PROMT(R) 1990-2004/Feb 06 2 18: Gale Group F&S Index(R) 1988-2004/Feb 06 19: Chem.Industry Notes_1974-2004/ISS 200405 Processing 20: Dialog Global Reporter 1997-2004/Feb 06 23 21: NCJRS_1972-2004/Jan 1 47: Gale Group Magazine DB(TM) 1959-2004/Feb 05 Examined 50 files 88: Gale Group Business A.R.T.S._1976-2004/Feb 06 1 112: UBM Industry News_1998-2004/Jan 27 1

129: PHIND(Archival)_1980-2004/Feb W1

158: DIOGENES(R)_1976-2004/Feb W1
160: Gale Group PROMT(R)_1972-1989
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319: Chem Bus NewsBase_1984-2004/Feb 06 347: JAPIO_Oct 1976-2003/Oct(Updated 040202)

358: Current BioTech Abs_1983-2004/Jan

449: IMS Company Profiles_1992-2004/Feb 455: Drug News & Perspectives_1992-2004/Jan 459: Daily Essentials (Archival) 1996-2004/Feb W1

139: EconLit_1969-2004/Jan

Examined 100 files

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Examined 400 files

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Processing Processing

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132: S&P`s Daily News_1985-2004/Feb 05 135: NewsRx Weekly Reports_1995-2004/Feb W1

148: Gale Group Trade & Industry DB_1976-2004/Feb 06

275: Gale Group Computer DB(TM) 1983-2004/Feb 06

441: ESPICOM Pharm&Med DEVICE NEWS 2004/Feb W1

476: Financial Times Fulltext_1982-2004/Feb 06
484: Periodical Abs Plustext_1986-2004/Feb W1
492: Arizona Repub/Phoenix Gaz_19862002/Jan 06
501: Extel Intl News Cards_1995-2002/Mar W4
510: ESPICOM Pharm & Med Co. Profile_2004/Jan
541: SEC Online(TM) Annual Repts_1997/Sep W3

543: SEC Online (TM) 10-Q Reports_1997/Sep W3

553: Wilson Bus. Abs. FullText_1982-2004/Jan

619: Asia Intelligence Wire_1995-2004/Feb 05

583: Gale Group Globalbase (TM) 1986-2002/Dec 13

612: Japan Economic Newswire(TM)_1984-2004/Feb 06

621: Gale Group New Prod.Annou.(R)_1985-2004/Feb 06 624: McGraw-Hill Publications_1985-2004/Feb 05 634: San Jose Mercury_ Jun 1985-2004/Feb 05

554: TFSD J V & Alliances_1990-2004/Feb 06 570: Gale Group MARS(R)_1984-2004/Feb 06

545: Investext(R)_1982-2004/Feb 06

610: Business Wire_1999-2004/Feb 06

613: PR Newswire_1999-2004/Feb 06

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635: basiness Dateline(R) 1985-2004/Feb
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                      637: Journal of Commerce 1986-2004/Feb 05
                      640: San Francisco Chronicle 1988-2004/Feb 06
                      641: Rocky Mountain News Jun 1989-2004/Feb 04
                      647: CMP Computer Fulltext 1988-2004/Jan W4
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                      649: Gale Group Newswire ASAP(TM) 2004/Jan 26
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                      654: US Pat.Full. 1976-2004/Feb 03
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                      696: DIALOG Telecom. Newsletters 1995-2004/Feb 06
                      711: Independent (London) Sep 1988-2004/Feb 06 727: Canadian Newspapers 1990-2004/Feb 06
                      728: Asia/Pac News 1994-2004/Feb W1
                      739: The Fresno Bee 1990-2004/Feb 05
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                      761: Datamonitor Market Res._1992-2004/Jan
762: Euromonitor Market Res._1991-2004/Jan
                      764: BCC Market Research_1989-2004/Jan
                      766: (R) Kalorama Info Market Res._1993-2000/Aug
810: Business Wire_1986-1999/Feb 28
                      813: PR Newswire_1987-1999/Apr 30
985: World News Connection(R)_1995-2004/Feb 06
        Examined 550 files
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69 files have one or more items; file list includes 555 files. One or more terms were invalid in 104 files.

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s pull? (5n) ((sales or market or marketing or business or customer or
consumer)()(lead or leads))
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               3
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                    16: Gale Group PROMT(R) 1990-2004/Feb 06
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                    20: Dialog Global Reporter 1997-2004/Feb 06
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                   148: Gale Group Trade & Industry DB 1976-2004/Feb 06
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                  483: Newspaper Abs Daily 1986-2004/Feb 05
                  494: St LouisPost-Dispatch 1988-2004/Feb 05
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                   553: Wilson Bus. Abs. FullText 1982-2004/Jan
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                   625: American Banker Publications 1981-2004/Feb 06
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                  755: New Zealand Newspapers_1995-2004/Feb 05
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                   781: ProQuest Newsstand_1998-2004/Feb 06
                   810: Business Wire_1986-1999/Feb 28
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                  990: NewsRoom Current Oct 2003-2004/Feb 06
                  992: NewsRoom 2003/Jan-Sep 30
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                  993: NewsRoom 2002
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                  994: NewsRoom 2001
                  995: NewsRoom 2000
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Your SELECT statement is

30 files have one or more items; file list includes 555 files.

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Items
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                PULL? (5N) ((SALES OR MARKET OR MARKETING OR BUSINESS OR C-
S1
             USTOMER OR CONSUMER) () (LEAD OR LEADS))
S2
           40
                RD (unique items)
                S2 AND PY<=2000
S3
     15:ABI/Inform(R) 1971-2004/Feb 06
File
         (c) 2004 ProQuest Info&Learning
     16:Gale Group PROMT(R) 1990-2004/Feb 06
File
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File 20:Dialog Global Reporter 1997-2004/Feb 06
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File 275:Gale Group Computer DB(TM) 1983-2004/Feb 06
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File 392:Boston Herald 1995-2004/Feb 05
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File 621:Gale Group New Prod. Annou. (R) 1985-2004/Feb 06
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File 634:San Jose Mercury Jun 1985-2004/Feb 05
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File 636:Gale Group Newsletter DB(TM) 1987-2004/Feb 06
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File 647:CMP Computer Fulltext 1988-2004/Jan W4
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File 649:Gale Group Newswire ASAP(TM) 2004/Jan 26
         (c) 2004 The Gale Group
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         (c) 2004 Lexington Herald-Leader
File 755: New Zealand Newspapers 1995-2004/Feb 05
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File 781:ProQuest Newsstand 1998-2004/Feb 06
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File 810:Business Wire 1986-1999/Feb 28
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File 990:NewsRoom Current Oct 2003-2004/Feb 06
         (c) 2004 The Dialog Corporation
File 992:NewsRoom 2003/Jan-Sep 30
         (c) 2004 The Dialog Corporation
File 993:NewsRoom 2002
         (c) 2004 The Dialog Corporation
File 994:NewsRoom 2001
         (c) 2004 The Dialog Corporation
File 995:NewsRoom 2000
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(c) 2004 The Dialog Corporation

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Your SELECT statement is
   s (buy? or purchas? or sell?)(5n)(rights)(5n)(sales()(lead or leads))
           Items File
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       Examined 50 files
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No files have one or more items; file list includes 555 files. One or more terms were invalid in one file.

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Preferences

Language Tools Search Tips

Google Search :=

- Images - Groups - Directory - News Web Searched the web for leadsource1. Would you prefer to search for English results only?

Results 1 - 10 of about 43. Search took 0.30 seconds.

Wir informieren Sie über Neuigkeiten rund um das heureka ... - [Translate this page]

... 15. Januar 2001 LeadSource1.... Das auf Internet-Technologie basierende LeadSource1 managt den aktiven Abruf und die Bearbeitung von Kundenanfragen. ... www.heureka.com/aktuell/body_aktuell.html - 34k - Cached - Similar pages

partner - [Translate this page]

... Infinigate setzt auf Channel Enabling Technologies: Das auf Internet-Technologie basierende LeadSource1 managt die Verfolgung von Kundenanfragen. ... www.heureka.com/firma/partner/body partner.html - 13k - Cached - Similar pages

dBforums - Archive: Multi Section Report

... Total \$99,999.99 SalesPerson3 Total \$99,999.99

LEAD SOURCE SECTION LeadSource1 Total \$99,999.99 ...

www.dbforums.com/archives/t61162.html - 66k - Supplemental Result - Cached - Similar pages

[PDF] Spezialist für Suchmaschinen-Promotion und Internetmarketing

File Format: PDF/Adobe Acrobat

... werden? Die Antwort: Lead-Management, zB mit Leadsource1: - Leadsource1

ist eine zu mietende Online-Applikation. - Anfragen ...

www.ihk-nordwestfalen.de/ecommerce club/ bindata/webeffekt-ihk-ms.pdf - Similar pages

Automatische Abwicklung von Kundenanfragen im Web - [Translate this page]

... com/open.php?pte=010213022 pte010213022 Produkte/Innovationen Automatische Abwicklung von Kundenanfragen im Web Infinigate bringt Leadsource1 für mehr ... info.ccone.at/INFO/Mail-Archives/pressetext/ Feb-2001/msg00223.html - 6k - Cached - Similar pages

BlueRoads

... customers. BlueRoads offers a complete integrated EPM software solution suite including LeadSource1, SalesPipe1 and TransAct1. The ... www.blueroads.com/pr 11052001.cfm - 12k - Cached - Similar pages

[PDF] GESCH A FTSBERICHT

File Format: PDF/Adobe Acrobat - View as HTML

... Distributoren durch drei wesentliche Alleinstellungsmerkmale: 1.) Eigene smarte Systeme zur elektronischen Geschäftsvermittlung, wie LeadSource1 und Knowledge ...

www.infinigate.com/de/Geschaeftsbericht2000.pdf - Similar pages

Sun Microsystems GmbH: Sun in der Öffentlichkeit - SunPartnerNews ... - [Translate this page]

... Um hier tagesaktuell die Arbeit an der vordersten Front zu unterstützen, stellt Infinigate den Partnern mit LeadSource1 ein Managementsystem für ...

de.sun.com/SunPR/SunPartnerNews/ 2001/10-01/Unternehmen 15.html - 13k - Cached - Similar pages

Infinigate - [Translate this page]

... Mit LeadSource1, SoftPipe1 und CenterStore1 will Infinigate Herstellern helfen die globale Marktdurchdringung über das Internet deutlich zu ver- bessern. ... www.klmedia.de/html/binfinigate.htm - 5k - Cached - Similar pages

Das Top-Ranking der Pressemeldungen exklusiv nur bei news4press. ... - [Translate this page]

... 2217, Neue Version 3.1 der Lead-Management-Lösung "LeadSource1" bietet deutliche Verbesserungen an. 82, 0, 44, 2218, eSAP erreicht Gewinnzone, 82, 0, 30. ...

www.news4press.net/ranking.php3?sort=view&pos=2200 - 37k - Cached - Similar pages

http://www.google.com/search?hl=en&ie=UTF-8&oe=UTF-8&q=leadsource1

Goooogle ▶

Result Page:

1 <u>2 3 4</u> <u>N</u>

leadsource1 Google Search Search within results

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Channel Sales Management

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Company

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Fact Sheet

Customers

Jobs

Management

Contact

BlueRoads to Focus on New Market Segment: Enterprise Presales Management

New System Provides Lead management for Indirect Sales Channels

LAGUNA HILLS, CA - November 5, 2001 - BlueRoads Corp. (www.BlueRoads.com today announced that it is defining a new category of enterprise software applications, called Enterprise Presales Management (EPM). The company was founded by two experienced IT executives, Axel Schultze and Steve DeWindt.

Axel Schultze was the founder of European IT wholesale giant, Computer 2000. He has also started three other successful IT companies. Steve DeWindt established Intel's reseller channel and later was co-president of Computer 2000.

Schultze said that both executives made an interesting discovery, "During our 20+ years with IT companies, we realized that almost all processes in companies are being automated and computerized except the presales activities. Managing customers is handeled by CRM systems, handling finances and resources is handled by ERP systems, production management is covered by PPS systems and so on. But the process of taking raw sales leads (the result of multi-million dollar advertising campaigns) and turning them into customers has been ignored." DeWindt added, "There's an old saying in the advertising industry ... 50% of advertising is a waste, but no one knows which 50%. Our solution provides an answer to that problem."

CRM systems are under huge pressure

One reason why customers question CRM system is their inability to pre-qualify leads. Companies experience information overload with CRM systems because of the ever-increasing number of contacts within a CRM database. New possible contacts are added to the CRM database without an accurate qualification process. Even though CRM systems are not really designed as a channel-oriented instrument, they do a good job when thy are set up to manage partners as customers. However, a CRM system is not designed to integrate a company's sales channel with leads and presales management processes.

The solution is to use an EPM system in front of the CRM system. The EPM system is designed to handle loads of contact, distill them down to meaningfull information and pass it along to a CRM system. A CRM system is more of a database-oriented product whereas an EPM system is more of a process-oriented product. BlueRoads designed its solution to cover all the various steps in the presales process -- such as lead qualification, lead distribution, prospect follow-up, prospect identification, initial contact and negotiation, feedback, reporting and selection as well as overall process management.

Lead Management by "Pull Method"

BlueRoads developed its software based on a new, patent pending method of handling, processing, tracking and reporting of leads. The product has several goals: make the whole presales process more accountable, providing tracking of leads, determine viability of various marketing campaigns and make sales channels more transparent. BlueRoads EPM1 (Enterprise Presales Management Suite) is a software system that incorporates the workflow of sales lead handling within indirect or direct sales organizations.

One of the key elements in the patent pending methodology is that incoming leads are not pushed out to certain sales people or channel partners, but may be pulled by those people after an intelligent pre-qualification process. The pull method provides controlled feedback and a closed loop system for the entire presales process.

Sales leads can be picked online by authorized business partners. A qualification process, as well as a plausibility mechanism, makes sure that the lead distribution is working in accordance to the rules set by the customer. New leads may be pulled from the system only after feedback has been provided for previously picked leads. The system also checks to ensure that the feedback is accurate.

Over 90% feedback on sales leads

Early customers of BlueRoads have confirmed improvement in the conversion rate of turning prospects into customers. Cablecom, a Swiss cable TV provide, has almost doubled the conversion rate over the past year. European software distributor Infinigate has handed more than 5,000 leads to its resellers and received feedback on over 4,500 of those leads.

Statistical analysis of the results

A customer can review the results, see how many leads showed no interest, how many are in the evaluation phase and how many actually turned into customers

BlueRoads, first to market

BlueRoads claims to be the first company worldwide to have a complete software based workflow system for presales processes for either an indirect or direct sales channel. About BlueRoads Corporation

BlueRoads is pioneering the Enterprise Presales Management (EPM) market. With an innovative, patent pending solution, BlueRoads is helping companies to make marketing and advertising more accountable, leverage existing channels, better facilitate CRM solutions and turn more prospect into customers.

BlueRoads offers a complete integrated EPM software solution suite including LeadSource1, SalesPipe1 and TransAct1. The three products handle presales processes such as lead qualification, lead distribution, follow-up, tracking and reporting, and then hand off th qualified customers to other systems such as CRM, PRM or ERP.

More information on the company and products can be found at www.blueroads.com or dial 650.349.8500.

Contact BlueRoads Corporation 1400 Fashion Island Blvd., Suite 900 San Mateo, CA 94404 650.349.8500

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info@BlueRoads.com



<u>Help</u>

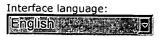








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Databases selected: Multiple databases...

Article View

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Publisher Information

Prince



Mark Article

Small practices get brand aid

Building Design. London: May 29, 1998. pg. 11

» Jump to full text

Publication title:

Building Design. London: May 29, 1998. pg. 11

Source Type:

Periodical

ISSN/ISBN:

00073423 ProQuest document ID: 35794315

Text Word Count

630

Article URL:

http://gateway.proguest.com/openurl?ctx ver=z39.88-

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Full Text (630 words)

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Neal Morris

Small practices around the country are this week being invited to join a national network of architects chasing the one-off, self-build and extensions market. The idea behind the venture, which amounts to a major relaunch of the Association of Self-Build Architects, is that potential clients respond better to a well-marketed "brand" than to local-practice advertising.

The 60-strong ASBA has been quietly developing its formula for more than five years, though never as a full-bloodied commercial enterprise. Now it has attracted investment finance and plans to raise its profile among architects through what is effectively a national franchising exercise.

Its target is 300 practices covering the country, each buying exclusive rights to client leads generated by ASBA's marketing efforts on its own patch. All RIBA-registered practices will be receiving ASBA's recruitment literature in the next day or two.

"We're proposing a sea change in the way that small practices work," says Julian Owen, who, with fellow architect Adrian Smallforth, is orchestrating the operation. "We've absolutely no doubt that the clients are there, but as a profession we have not been talking to them. ASBA will become the new bridgehead between clients and architects."

With a larger, central marketing budget, ASBA will be able to step up its advertising campaigns in the national press and consumer magazines. Owen is confident that the programme will generate sufficient leads to make the network viable. But ASBA's marketing consultants have also confirmed that small practices need support in the area of sales just as much as in central marketing.

Marketeers brought in by ASBA to look at the "conversion" rate of sales leads into architects' commissions were "excited" to discover just how dismally the typical small practice performs - it is not normally so easy to find marketing solutions that are guaranteed to improve matters.

Most small practices, Owen reports, are not employing the tried-and-tested sales techniques that are known to produce results for sales-led organisations (such as the self-build architect's rival, the house-kit supplier). This has reinforced ASBA's confidence that it can engineer significant sales improvements.



The ASBA formula starts with a potential client responding to an ASBA advertisement by ringing a central, free phone number. After an initial consultation, the enquirer will be invited to join ASBA as a consumer member for a charge of #25. ASBA's view is that a small up-front fee is the most effective way of filtering out the large number of people who are simply after a free consultation from an architect.

Consumer members will then be referred to the ASBA architect member for their area and will be entitled to a meeting. They will also receive printed matter advising them of the best way to communicate their requirements to an architect, plus information updates from ASBA and access to an ASBA website. ASBA will also monitor the progress of each referral and ask for feedback from both parties.

The venture is bound to draw fire from some quarters within the profession who will see ASBA as a rival organisation to the RIBA. Owen strongly denies that this is the intention, stressing that membership of ASBA has always been restricted to RIBA-member practices with PII, and that this will continue.

Architects should note that ASBA is being organised as a purely commercial venture and will not be owned by its members. However, Owen says there will be guarantees that members can own their ASBA catchment areas in perpetuity, and there will be a members' board to look after their interests.

Architects interested in ASBA's invitation can get further information, including details of the fee to secure a patch of their own, from a series of meetings to be held around the country at: London/Birmingham (June 22), Manchester/York (June 23), Cardiff/Torquay (June 29) and Edinburgh (July 3).

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Abstract, Full Text

SalesLogix and infoUSA to Provide Salespeople with Sales Leads, Company **Profiles Via Interact.com**

PR Newswire. New York: Feb 8, 2000. pg. 1

» Jump to full text

Dateline:

California, Arizona, Nebraska

Publication title:

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Abstract (Article Summary)

SCOTTSDALE, Ariz., and FOSTER CITY, Calif., Feb. 8 /PRNewswire/ -- SalesLogix Corporation (Nasdaq: SLGX), a leading provider of customer relationship management (CRM) and e-commerce software, and infoUSA (Nasdag: IUSA), a leading provider of information, database marketing, and analytical services, today announced sales lead and other information and services will be delivered through Interact.com and automatically integrated into Internet-activated CRM applications and devices. This will enable salespeople worldwide to target and sell to those prospects that are most likely to purchase their products.

Sales and marketing professionals need ready access to contact information so they can generate sales leads, analyze markets, divide sales territories, and select prospects. The combination of Interact.com and infoUSA e-services provides sales professionals with a powerful set of sales tools, giving them instant access to information about their customers and prospects within the context of the CRM application they are accustomed to working with.

Sales lead information is widely available for purchase, but under conventional schemes, it must be "cleansed" to uncover those leads that might be useful to the salesperson. Through Interact.com, salespeople can tell infoUSA what type of companies are likely prospects. They can even use a current customer as a model for the data they are seeking, infoUSA then delivers a list of prospects that meet the criteria, right into the salesperson's database. In fact, the entire process is accomplished without the salesperson ever having to leave the familiar interface of his or her Internet- activated CRM application.

Full Text (1554 words)

Copyright PR Newswire - NY Feb 8, 2000

Valuable Lead and Prospect Information Automatically Integrated into Popular Applications Such as ACT! and SalesLogix Through the Interact.com B2B Service

SCOTTSDALE, Ariz., and FOSTER CITY, Calif., Feb. 8 /PRNewswire/ -- SalesLogix Corporation (Nasdaq: SLGX), a leading provider of customer relationship management (CRM) and e-commerce software, and infoUSA (Nasdaq: IUSA), a leading provider of information, database marketing, and analytical services, today announced sales lead and other information and services will be delivered through Interact.com and automatically integrated into Internet-activated CRM applications and devices. This will enable salespeople worldwide to target and sell to those prospects that are most likely to purchase their products.

Interact.com is a new business-to-business (B2B) Interactive Application Service targeting the large and growing global sales community estimated by analysts to consist of 42+ million sales professionals. To this vast market, Interact.com will deliver value- added e-commerce content, tools, services, and applications designed to increase the effectiveness of sales professionals — regardless of which sales automation, CRM, or contact management application or device they use.

Sales and marketing professionals need ready access to contact information so they can generate sales leads, analyze markets, divide sales territories, and select prospects. The combination of Interact.com and infoUSA e-services provides sales professionals with a powerful set of sales tools, giving them instant access to information about their customers and prospects within the context of the CRM application they are accustomed to working with.

Sales lead information is widely available for purchase, but under conventional schemes, it must be "cleansed" to uncover those leads that might be useful to the salesperson. Through Interact.com, salespeople can tell infoUSA what type of companies are likely prospects. They can even use a current customer as a model for the data they are seeking. infoUSA then delivers a list of prospects that meet the criteria, right into the salesperson's database. In fact, the entire process is accomplished without the salesperson ever having to leave the familiar interface of his or her Internet- activated CRM application.

"Salespeople should be doing what they do best — selling. Not manually integrating prospects into their databases," said Pat Sullivan, president and CEO of SalesLogix. "The automatic integration offered by Interact.com, used in conjunction with an Internet-activated application or device, enables sales pros to really take advantage of a resource like infoUSA. We believe that as our members discover just how much their sales efforts are supercharged by this and other services, the word will be out in the sales community worldwide that selling has entered a whole new realm."

Vinod Gupta, founder and CEO of infoUSA said, "We've known for a long, long time that information is, indeed, power. This is as true in sales as it is in every other aspect of business. Making this power available to salespeople in the form of 'one-click leads' is truly revolutionary. It frees them to get on with the business of selling. And that can only improve customer retention, grow profits, and help acquire new customers for small and medium sized businesses."

INNOVATIVE ACCESS TO CUSTOMER INFORMATION

To meet the most common lead-information needs of salespeople, four infoUSA services will be integrated into Internetactivated CRM applications via Interact.com:

- -- AutoFill is available to all Interact.com members as part of their
- subscription. It enables salespeople to receive basic information
- about a company -- including the 120,000 brand new businesses formed
- each month-by entering either the company's name or telephone number
- into an Internet-activated CRM application like ACT!2000 or
- SalesLogix2000. AutoFill also finishes incomplete entries in a user's
- database. Through this service, information such as the company's
- name, address, and phone number is seamlessly integrated into the
- salesperson's database. An unlimited number of AutoFill operations
- are included with a basic subscription to Interact.com.
- -- Sales L ads enables sales pros to locate new pr spects and add them to
- their databases, all from within the already well-known interface of
- the salesperson's CRM application. Salespeople can choose the

individual criteria they want infoUSA to use in presenting prospects or they can select a current customer to use as a model for new prospects. In either case, Interact.com members using this service are presented with a list of potential prospects from which they can select those they want more information about. That information is then automatically added to the salesperson's database. Members of Interact.com receive 50 free leads downloads as part of their basic subscription. Additional leads are available on a fee-per- download basis.

- -- Company profiles provide information on companies, including a company's revenues, how many employees it has, and contact information for key personnel. While these profiles are not full credit reports, they do provide enough information for salespeople to see if a prospect has a good record and has the financial capacity to pay for the salesperson's product. As with all other Interact.com products and services, company profiles are ordered from and viewed seamlessly within the member's CRM application. Interact.com members receive 10 free company profiles as part of their basic subscription. A fee is charged for each additional report ordered.
- -- Database Scrub/Enhancement service enables members to send their customer databases to infoUSA, which will compare information in the database with current information, correcting outdated addresses and other data. Additionally, infoUSA can perform more complex maintenance on the database, such as adding new fields. This service will be available at a later date than the others provided by infoUSA via Interact.com. It will be charged for on a per-use basis.

INTERACT.COM AVAILABLE FOR EARLY SIGN-UP

Interact.com is available for membership sign-up with full services scheduled for use by limited numbers of ACT! users in February, 2000. Its full release is scheduled for April. Services will be offered on a subscription basis for \$19.95 per month.

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The first release of Interact.com will include free services and Internet Activators for ACT!2000 users, with service for users of SalesLogix2000 and other applications and devices to follow.

About infoUSA

<u>OlnfoUSA</u>, infoUSA.com, http://www.infousa.com, founded in 1972, is the leading provider of business and consumer information products and database marketing services and Internet marketing solutions. Content is king, and infoUSA is the king of content. infoUSA has the most comprehensive data in the industry, and is the only company to own a proprietary database of 195 million consumers and over 12 million businesses. All data is exclusively compiled, updated, and maintained at its location in Omaha, Nebraska. The infoUSA databases power the directory services of the top trafficgenerating Internet sites including <u>OYahoo!</u> and <u>OMicrosoft</u>. The company has partnership agreements with several Internet companies, including <u>OMapquest.com</u>, DoubleClick, <u>ONetwork Solutions</u>, USWeb/CKS, <u>ODell</u>, and MyWay.com (a Majority owned operating company of <u>OCMGI</u>, Inc.). Nearly two million customers use the products and services for direct marketing, telemarketing, marketing planning, lead generation, sales planning, customer analysis, and credit reference. infoUSA.com headquarters are now located at 378 Vintage Park Drive, Foster City, California, 94404. infoUSA.com can be contacted at (650) 389-0700.

ABOUT SALESLOGIX

SalesLogix Corporation is a leading provider of sales automation and eCRM solutions for individuals and organizations of any size. The company's solutions create interactive selling networks that dynamically connect mobile sales, internal telesales, e-commerce channels, marketing, and support organizations, as well as third party resellers, supply chain participants, and other partners. SalesLogix products include: ACT!, the world's best selling contact manager with more than 3 million users; SalesLogix 2000, the fastest growing eCRM solution for the mid-market, used by 2,100 companies; and Interact.com, the industry's first interactive application service. Headquartered in Scottsdale, Arizona, SalesLogix can be found on the World Wide Web at http://www.saleslogix.com.

This press release contains forward looking statements that involve risks and uncertainties that could cause actual results or outcomes to differ materially from those contemplated by the forward looking statements. Important factors that may cause or contribute to such differences include, but are not limited to: risks relating to the consummation of the acquisition of ACT!, including the risk that required regulatory clearances might not be obtained in a timely manner or at all; risks associated with acquisitions generally, including integration of operations, diversion of management's time and attention, unanticipated expenditures and the ability to integrate and manage the acquired business and implement the company's new marketing strategies; market demand and acceptance; the impact of competitive products and services; risks associated with the timing and successful completion of technology and product development and commercialization; the effect of economic and business conditions; the ability to attract and retain technical and management personnel; changing relationships with customers, suppliers and strategic partners, including the company's indirect distribution channel; and other risks detailed in the company's current report on Form 8-K filed with the Securities and Exchange Commission in connection with this announcement and quarterly report on Form 10-Q for the quarter ended September 30, 1999, and final prospectus filed in connection with the company's initial public offering on Form S-1, effective May 27, 1999. SalesLogix undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

SalesLogix is a registered trademark of SalesLogix Corporation. Interact.com is a trademark of SalesLogix Corporation. ACT! is a registered trademark under **exclusive** license to SalesLogix Corporation by its owner, OSymantec Corporation, in the U.S. and other countries. All other trademarks or registered marks are owned by their respective holders. SOURCE SalesLogix Corporation; infoUSA

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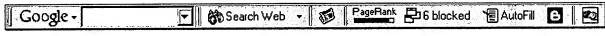
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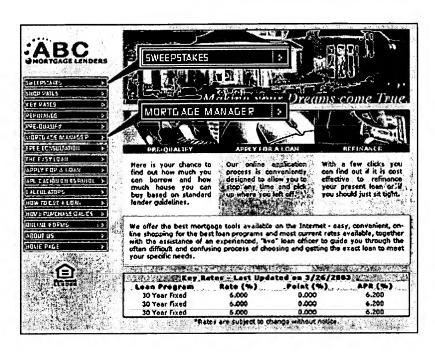
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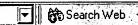
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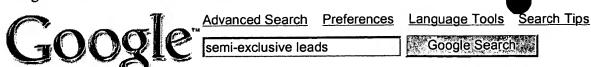
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Google Search: semi-exclusive leads



Web - Images - Groups - Directory - News Searched the web for **semi-exclusive leads**.

Results 1 - 10 of about 976. Search took 0.21 seconds.

Exclusive Real Time Leads

Sponsored Link

www.goldmillsmarketing.com Goldmills Marketing Leads provides leaders with qualified prospects.

Lead2Loans.com Prices for Online and Telemarketed Mortgage Leads ...
... Telemarketed Leads : 1 Week Lead Time for Delivery : Semi Exclusive Leads
may be delivered up to 2 Lenders : Long Form up to 55 criteria. ...
www.lead2loans.com/prices.htm - 33k - Cached - Similar pages

Mortgage Leads - iQuoteShop.com, Inc. Mortgage Leads
... BACK TO TOP >. WHAT ARE SEMI-EXCLUSIVE LEADS? Semi-exclusive leads
are sold to no more than 4 of our clients. Of course, we cannot ...
www.iquoteshop.com/mortgage-leads-faqs.htm - 26k - Cached - Similar pages

Signature Group Internet Marketing Automotive Lead Generation for ...
... Semi-exclusive leads are leads that are sold to one other dealer in a territory. ... Semi-exclusive leads are available at a discount of 20%. ... www.weputthecommercein.com/lead%20generation%20services/
Signature_Lead_Generation_Information_and_Ordering.ht - 41k - Cached - Similar pages

WordPlanet.com Advertising

... available. Semi-exclusive leads are leads that are sold to one other lender. ... Semi-exclusive

leads are available at a discount of 20%. Non ... www.wordplanet.com/freshleads.htm - 20k - <u>Cached</u> - <u>Similar pages</u>

Non Exclusive Mortgage Leads - Internet Mortgage Lead - Semi ...
... AllianceLeads is the leader in Mortgage Lead generation and offers highly competitive low rates for our Semi Exclusive Lead. Our leads are the most accurate ... www.allianceleads.com/ semi_exclusive_internet_mortgage_lead.html - 31k - Cached - Similar pages

<u>FAQ - About our Mortgage Leads / Internet Mortgage Leads</u> ... <u>Semi-Exclusive leads</u> are generated with the same precise quality as our Exclusive

Leads although per industry standard AllianceLeads will sell these **leads** to ... www.allianceleads.com/faq.html - 19k - <u>Cached</u> - <u>Similar pages</u>
[More results from www.allianceleads.com]

Responsive Mailing Lists, Email Lists, Mlm Leads, Sales Leads ...

Ar. We Offer 3 Levels of Semi/Exclusive Leads. ... These leads are 7 to 21 days old, SEMI-EXCLUSIVE and always "Opt-in" from a "Live Offer" Web form. ... www.responsiveleads.com/leads.asp - 36k - Cached - Similar pages

PristineTraffic - GUARANTEED Site Traffic, guaranteed site visits ...
... Level 2 Leads: We also offer 30-60 day semi-exclusive leads as well
at even lower pricing. These are Level 1 leads that have been ...
pristinetraffic.com/ad_email_leads.html - 58k - Cached - Similar pages

Mortgage leads from TheLoanPage.com

... Standard "Semi-exclusive" Leads. \$20 per lead, Standard leads are "semi-xclusive" and are forwarded to a maximum of two other lenders//brokers. ...

Sponsored Links

Buy Leads Wholesale
Quality leads at cheap prices
No obligation quote & consultation
www.wholesalelists.net
Interest:

Lead Comparison.com
Overview of the Nation's Top Lead
Generation Programs Made Simple!
leadcomparison.com
Interest:

Never Cold Call, Ever
Generate Leads with no Cold Calling
My program can show you how!
www.nevercoldcall.com
Interest:

High Quality Leads
High quality Leads Unshared and
Guaranteed Unique. Affiliate.
www.netprofitleads.com/members
Interest:

affordable leads
can't function without them
must have for your business
shoestring-budget.com/leads/

See your message here...

Google Search: semi-exclusive leads
www.theloanpage.com/lenders/about/prices.asp - 21k - <u>Cached</u> - <u>Similar pages</u>

NextLeads, Inc. - mortgage leads and home loan leads

... Types of Mortgage Leads Available. Exclusive leads from \$22 to \$30. Semi Exclusive leads from \$18 to \$22. We are nothing like any lead company you've ever seen. ... www.telemarketinglead.com/mortgage-leads-product.html - 11k - Cached - Similar pages

Goooooooogle >

Result Page:

1 2 3 4 5 6 7 8 9 10

<u>Next</u>

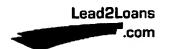
semi-exclusive leads Google Search Search within results

Dissatisfied with your search results? Help us improve.

Get the Google Toolbar: Google - Search Web - 6 Blocked. AutoFill 6

Google Home - Advertise with Us - Business Solutions - Services & Tools - Jobs, Press, & Help

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Call 866-201-4004 to Order

<u>Login</u> t search leads

E-mail

Password

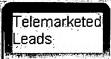
rogin

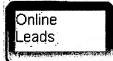
Forgot Password?

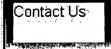
Create Account

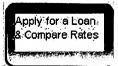
Super Bowl

Leads Inf rmation:













Lead2Loans.com - The #1 Source for Telemarketed and Online Leads!

Search and Buy Telemarketed and Online Leads in hundreds of categories. Register Now and get \$50 toward your first leads for the month of February. Thousands of leads added daily. New database functionality and new categories of leads will be added throughout 2004.

Create a New Account

Mortgage Brokers, Direct Lenders and Real Estate Agents get a consistent quantity of fresh or aged Telemarketed and Online Leads. Our Exclusive Intl Telemarketing rooms, no-call list approved, and Criteria based Online Leads have the highest conversions in the industry.

Lead Types: Telemarketed : (Example Lead) : Online : (Example Lead)

Leads Categories:

Home Purchase Purchase-FHA-VA Refinance Refinance-FHA-VA Second Mortgage Debt Consolidation Home Improvement Reverse Mortgages Commercial Industrial Construction Real Estate / New Purchase Insurance Leads Car Leads Other Leads

Prices: Exclusive Leads and Aged Lead price examples in the leads database:

Age	Exclusive Tele Long Form	Semi-Excl Tele Long Form	Exclusive Tele Sub Prime
0-3	50	30	60
4-14	40	25	50
15-29	30	15	40
	Exclusive Online	Semi-Excl Online	Excl. Tele Debt
0-3	30	20	25
4-14	25	15	20
15-29	15	10	10
	Semi-Excl Tele Sub Prime	Exclusive Tele Short Form	Semi-Excl Tele Short Form
0-3	40	35	25
4-14	30	25	20
15-29	20	15	10
	Semi-Excl Tele Debt	Online Excl. Debt	Semi-Excl Debt
0-3	20	17.5	15
4-14	12.5	12.5	12.5
15-29	7.5	7.5	7.5

866-201-4004 Lead2Loans.com lead2loans lead 2 loans Lead2Loans.com Order Telemarketed and Telemarketing Mortgage Leads Online or call 866-201-4004 mortgage leads online for lenders of home loans mortgages leads for home loans refinance debt consolidation lead in california arizona florida 50 states car loans construction loans investors mortgage lead telemarketing mortgage lead mortgage lead generation marketing lead mortgage mortgage broker lead free mortgage lead mortgage prospect and lead exclusive mortgage lead mortgage loan lead internet mortgage lead mortgage lead for sale mortgage lead list buy mortgage lead refinance mortgage lead mortgage lead to purchase mortgage lead company borrower lead mortgage prequalified mortgage lead qualified mortgage lead second mortgage lead subprime mortgage lead california mortgage lead home mortgage lead cheap mortgage lead lead mortgage nonexclusive non exclusive mortgage lead mortgage lead source mortgage lead network sub prime mortgage lead michigan mortgage lead telemarketed mortgage lead lead lender mortgage mortgage bad credit mortgage lead mortgage lead and real time online mortgage lead commercial mortgage lead consolidation debt lead mortgage mortgage life insurance lead mortgage protection lead low cost mortgage lead generate mortgage lead mortgage lead wanted lead loan mortgage mortgage refi lead mortgage data lead internet lead mortgage mortgage generation lead lead mortgage mortgage lead generator insurance lead lead mortgage bulk lead mortgage company lead mortgage mortgage florida mortgage lead free lead for mortgage broker lead mortgage spanish get mortgage lead mortgage database lead mortgage lead specialist internet mortgage lead generation mortgage lead auto dialer colorado mortgage lead mortgage life lead free lead mortgage web mortgage lead uk mortgage lead generation software jumbo mortgage lead buy lead mortgage sell minnesota mortgage lead va mortgage lead mortgage lead generating lead mortgage ny broker consolidation debt lead mortgage illinois mortgage lead in lead mortgage publisher usa california free lead mortgage discount mortgage lead hoem mortgage lead consumer lead lender mortgage mortgage internet lead lender mortgage mortgage mortgage loan officer mortgage lead insurance lead mortgage multiple mortgage lead information lead list management mortgage prospect Telemarketed and Telemarketing 866-201-4004 Lead2Loans.com 866-201-4004 Lead2Loans.com lead2loans lead 2 loans 866-201-4004 Lead2Loans.com Anniston Birmingham Dothan Huntsville Mobile/Pensacola Montgomery Tuscaloosa Alabama AL - Anchorage Fairbanks Alaska AK - Phoenix Tucson Yuma Arizona AZ - Fort Smith Jonesboro Little Rock Arkansas AR - Bakersfield Chico Redding Eureka Fresno Los Angeles Monterey Bay Area Palm Springs Sacramento San Diego San Francisco Bay Area Santa Barbara California CA - Colorado Springs Pueblo Denver Grand Junction Denver CO - Hartford New Haven Connecticut CT -Fort Myers Naples Gainesville Jacksonville Miami Mobile Daytona Pensacola Orlando Metro Panama City Tallahassee Tampa Bay West Palm Beach Key West Florida FL - Albany Atlanta Augusta Columbus Macon Savannah Georgia GA - Boise Idaho Falls Pocatello Twin Falls - Idaho ID - Chicago Davenport Moline Peoria Bloomington Quincy Rockford Springfield Urbana-Champaign Illinois IL - Evansville Fort Wayne Indianapolis Lafayette South Bend Indiana IN - Cedar Rapids Waterloo Davenport Moline Des Moines Ottumwa Kirksville Rochester Mason City Sioux City Iowa IA - Topeka Wichita Kansas KS - Bowling Green Lexington Louisville Owensboro Paducah Kentucky KY -Alexandria Baton Rouge Lafayette Lake Charles Monroe New Orleans Shreveport Louisiana LA - Bangor Portland Presque Isle Maine ME - Baltimore Salisbury Maryland MD - Boston Metro Springfield Massachusetts MA - Alpena Metro Detroit Flint Saginaw Grand Rapids Lansing Marquette Traverse City Cadillac Michigan MI - Duluth Superior Mankato Minneapolis Saint Paul Rochester Mason City Minnesota MN - Biloxi Columbus Tupelo Greenville Hattiesburg Jackson Meridian Mississippi MS - Jefferson City Joplin Kansas City Ottumwa Kirksville Saint Joseph

Lead2Loans .com TeleMarketing and pline Mortgage Leads 8662014004 telegrapheted online internet ... Page 4 of 4 Saint Louis Springfield Missouri MO - Billings Butte Glendive Great Falls Herena Missoula Montana MT - Lincoln North Platte Omaha Nebraska NE - Las Vegas Reno Carson City Laflan Boulder City Nevada NV - Albuquerque Santa Fe Los Alamos Rio Rancho Roswell Silver City New Mexico NM - Albany Binghamton Buffalo Elmira New York Rochester Syracuse Utica Watertown New York NY - Charlotte Metro Greenville Raleigh Durham Wilmington Winston Salem North Carolina NC - Bismarck Fargo North Dakota ND - Cincinnati Cleveland Columbus Dayton Lima Toledo Wheeling Steubenville Youngstown Zanesville - Ohio OH - Ardmore Oklahoma City Tulsa Wichita Falls Lawton Oklahoma OK - Bend Eugene Medford Klamath Falls Portland Oregon OR - Erie Harrisburg Johnstown Altoona Philadelphia Pittsburgh Wilkes Barre Scranton Pennsylvania PA - Providence Newport Warwick Rhode Island RI - Charleston Columbia Florence Greenville Spartanburg South Carolina SC - Rapid City Sioux Falls Deadwood Spearfish Sturgis South Dakota SD - Chattanooga Jackson Knoxville Memphis Nashville Tri-Cities Tennessee TN -Abilene Amarillo Austin Beaumont Port Arthur Bryan College Station Corpus Christi Dallas Fort Worth El Paso Harlingen Houston Laredo Lubbock Odessa San Angelo San Antonio Tyler Victoria Wichita Falls Lawton Texas TX -Salt Lake City Utah UT - Burlington Vermount VT - Charlottesville Hampton Roads Harrisonburg Richmond Roanoke Lynchburg Virginia VA - Seattle Spokane Tri-Cities Bellingham Washington WA - Washington D.C - Bluefield Charleston Huntington Clarksburg Weston Parkersburg Wheeling Steubenville West Virginia WV - Green Bay La Crosse Eau Claire Madison Milwaukee Wausau Rhinelander Wisconsin WI - Casper Riverton Cheyenne Buffalo Sheridan Wyoming WY 866-201-4004 Lead2Loans.com 866-201-4004 Lead2Loans.com Alabama Alaska Arizona Arkansas California Colorado Connecticut Delaware District of Columbia Florida Georgia Hawaii Idaho Illinois Indiana Iowa Kansas Kentucky Louisiana Maine Maryland Massachusetts Michigan Minnesota Mississippi Missouri Montana Nebraska Nevada New Hampshire New Jersey New Mexico New York North Carolina North Dakota Ohio Oklahoma Oregon Pennsylvania Rhode Island South Carolina South Dakota Tennessee Texas Utah Vermont Virginia Washington West Virginia Utah Vermont Wisconsin Wyoming Telemarketed and Telemarketing 866-201-4004 Lead2Loans.com lead2loans lead2 loans lead2loans.com lead2loans lead2 loans lead2loans.com lead2loans lead2 loans loans lead2loans.com lead2loans lead2 loans lead2loans.com

Online Advertising Agency Super Bowl Advertising Super Bowl Web Site Promotion B2B Advertising B2B Marketing B2B Advertising Agency Mortgage Leads Comparison Shopping B2B Portal B2B Marketplacel Comparison Shopping Prize Giveaways B2B Marketplace B2B Shopping B2B Portal B2B Marketplace B2B Marketplace Super Bowl ads Yacht Marketplace and Sales Jets Marketplace and Sales Auto Marketplace and Sales Las Vegas Hotel Reservations Las Vegas Convention Center Compare Prices and Products Compare Cars Online Compare Computers Compare Cell Phone Compare Cell Phones Compare Cellular Plans Compare Camcorders Compare Products and Prices Compare Products and Prices Long Island Australia Queensland Long Island Manhattan New York Australia Islands Island Giveaways Island Survivor Australia World Trade Centers Long Island Manhattan Newspapers New York Islands Shopping Bots Shopping Shop Shopping Lane Shopping Online Used Cisco Hardware Reviews Deal Time Bottomdollar Alfresco Living Buy Mysimon Turnberry Resort Kay Jewelers Diamonds Shop B2B ZworkZ Sportsmans Royal Manor Lake Tahoe Convention Center Kelly Jacqueline Johnston Laptop Reseller Nokie Cellular Phone NFL Shopping Intel Motherboard AMD Motherboard AMD Computer AMD Shopping AMD Reviews AMD Clawhammer AMD Barton Great Corporate Gift Top7.com shopping search engine Bella Galleria Metal Kelly Mirage Pool Lead2Loans Payless Mortgage SuperBowl Shop SuperBowl Shop SuperBowl Shop Capturing Saddam Leads Capturing Saddam Leads



Enter Web Address: http://

Searched for http://www.lead2loans.com

5 Results

* denotes when site was updated.

Search Results for Jan 01, 1996 - Feb 06, 2004

2000 2001 2002 2003 2004 1998 1999 1996 1997 0 pages 0 pages 0 pages 5 pages 0 pages 0 pages 0 pages 0 pages 0 pages

Mar 15, 2003 *
Mar 28, 2003
Apr 22, 2003
May 28, 2003
Jun 23, 2003

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IQUOTESHOP.COM™





Frequently Asked Questions

- How are mortgage leads generated?
- Do vou use bulk e-mail or spam?
- What are real-time leads?
- What are batched leads?
- What are exclusive leads?
- What are semi-exclusive leads?
- Can I limit the number of leads I get per day?
- What kind of payment methods do you accept?
- What is the minimum amount to get started?
- What is your lead return policy?
- What is a lead profile?
- What lead filters do you offer?
- Do you have customer service?
- How long have you been in business?
- What business references do you have?
- Is there anything else I should know?
- How do I get started?
- I am having Login Problems. What do I do?

HOW ARE MORTGAGE LEADS GENERATED?

All leads are generated in real-time, directly through our consumer website, www.homeloanhelper.net, and through our network of authorized affiliates who use our form. When a borrower completes the Loan Evaluation Form, you receive their information in your email box.

All traffic to our website is generated via legitimate and legal marketing methods such as search engine ranking, pay-per-click marketing, opt-in email campaigns, pop-up/pop-under advertisements, links to other loan-related websites, and our affiliate network. We also generate leads via legal telemarketing methods in full legal compliance with Do Not Call legislation.

Each of our authorized affiliates is required to sign an agreement stating they will not use bulk e-mail to generate leads. In addition, affiliates cannot incentivize leads. This means they cannot promise borrowers money, a free gift, or anything else that might persuade a borrower to apply without actually wanting a loan.

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DO YOU USE BULK E-MAIL OR SPAM?

No. we do not. Each of our advertisers and authorized affiliates is required to sign an agreement stating they will not use bulk e-mail to generate leads. In the event that an affiliate is discovered using bulk e-mail or violates any of the terms of our contract, we terminate our relationship with them, and pursue legal action as necessary.



REAL-TIME DELIVERY OPT-IN ONLY NO SPAM



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WHAT ARE REAL-TIME LEADS?

Real-time leads are delivered instantly to your e-mail box. When a prospective borrower presses the Submit Button on the iQuoteShop.com Free Loan Evaluation form, you will receive the borrower's information as fast as current Internet technology will allow. This will usually be within 5 minutes or less, depending upon Internet traffic, your Internet service provider (ISP), and your e-mail software.

Remember that when you choose to receive real-time leads, you will receive them at all times of day, 7 days per week unless you modify or delete your leads profile, or de-activate your leads account altogether. If you do not wish to receive leads on certain days, please select the BATCH LEADS option. This option will allow you to select the specific days you want to receive leads.

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WHAT ARE BATCHED LEADS?

If you wish to receive leads only on certain days of the week, please select BATCH LEADS. Batched leads are gathered over a period of no more than 48 hours to fill your order. This means that some leads within that particular batch may be hours or minutes old while others may be up to 48 hours old. For example, if you wish to receive leads only Monday through Friday, the batch you receive on Monday may contain real-time leads from Monday as well as leads that came in on Saturday and Sunday.

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WHAT ARE EXCLUSIVE LEADS?

Exclusive leads are sold only to one client – period. Of course, we cannot guarantee that a borrower will not apply elsewhere on the Internet for a home loan.

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WHAT ARE SEMI-EXCLUSIVE LEADS?

Semi-exclusive leads are sold to no more than 4 of our clients. Of course, we cannot guarantee that a borrower will not apply elsewhere on the Internet for a home loan.

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CAN I LIMIT THE NUMBER OF LEADS I GET PER DAY?

Yes, you specify a daily maximum quantity and you pause your lead flow at any time.

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WHAT KIND OF PAYMENT METHODS DO YOU ACCEPT?

We accept the following:

- Visa
- Mastercard
- American Express
- Discover Card

- PayPal (coming soon)
- Business Check: Requires 5 working days to verify funds.
 - o Electronic Check Online (coming soon)
 - o Check by Fax
 - o Regular mail

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WHAT IS THE MINIMUM AMOUNT TO GET STARTED?

The minimum amount to start receiving leads is \$300.00.

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WHAT IS YOUR RETURN POLICY?

Once you create an account, you will return any bad leads online in the Return Leads area. Each lead has its own unique ID number. Simply type in the ID number, provide a reason for the lead return, and press the Submit button. A bad lead contains a bad phone number, a bad e-mail address, clearly false information or is a duplicate lead. Returned leads are reviewed by our staff before their dollar amount is credited back to your account. Bad leads must be returned within 5 business days.

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WHAT IS A LEAD PROFILE?

This is where you create the criteria for the kind of lead you want. You can create as many lead profiles as you want for your different marketing efforts (ie. Profile 1: Semi-Exclusive Nationwide Low LTV; Profile 2: Exclusive California Leads Only.)

< BACK TO TOP >

WHAT LEAD FILTERS DO YOU OFFER?

We offer the following lead filters:

- Semi-Exclusive or Exclusive
- Loan-to-Value
- Credit Rating (Borrower Self-Assessed)
- Loan Amount
- States
- Delivery Frequency: Real-time or batched
- Delivery Format: Text E-mail or Excel E-mail

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DO YOU OFFER CUSTOMER SERVICE?

Yes, we have live customer services representatives available for questions from 9:00 am to 5:00 pm, Monday through Friday, Pacific Standard Time. We also offer e-mail support.

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HOW LONG HAVE YOU BEEN IN BUSINESS?

We opened our doors as a mortgage leads provider 4 years ago in January, 2000. Since that time, we have provided thousands and thousands of mortgage leads to mortgage professionals nationwide.

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WHAT BUSINESS REFERENCES DO YOU HAVE?

We are members of the Southern California Better Business Bureau and Dun & Bradstreet. We also are in good standing with Visa, Mastercard, American Express, and Discover Card companies.

< BACK TO TOP >

IS THERE ANYTHING ELSE I SHOULD KNOW?

We know from our own experience that the mortgage industry is not easy. Competition is fierce. We know you have many choices for your mortgage leads, but the thing that sets us apart is our outstanding customer service. If you aren't happy with the leads you receive, you can always contact us. We want to provide you with a quality lead so you can do what you do best - sell loans to borrowers. Don't hesitate to contact us via e-mail, or telephone us at (877) 239-1234.

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HOW DO I GET STARTED?

Simply set up your account online by clicking the button below. Create your lead profile, fund your account, and start receiving leads.

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I AM HAVING LOGIN PROBLEMS. WHAT SHOULD I DO?

In order to login you must have "cookies" enabled in your web browser. Cookies are round, sweet desert items that usually taste great with a cold glass of milk or a hot cup of coffee or tea. Be sure to have plenty on hand when you try to login next time.

Internet Explorer

From the top menu bar, select Tools - Internet Options - Privacy. Move the slider to accept cookies, or adjust cookie handling for individual websites by clicking the Edit button.

Netscape Navigator

From the top menu bar, select Edit - Preferences - Privacy & Security - Cookies. Click on "Enable Cookies."

< BACK TO TOP >



Home ~ Login ~ Join Now ~ Mortgage Leads Overview ~ FAQs ~ Sample Mortgage Lead Pricing ~ Testimonials ~ Contact Us ~ About Us ~ Legal Policy ~ Privacy





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Enter Web Address: http://

All



Adv. Search Compare Archive Pages

Searched for http://www.iquoteshop.com

42 Results

Note some duplicates are not shown. See all.

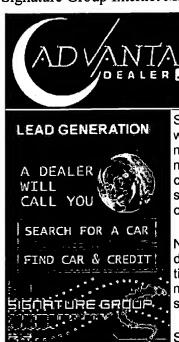
* denotes when site was updated.

Search	Results	for	Jan 0	1. 1996	- Feb	06.	2004
Searcii	V620112	101	Janu	1. 1330	- I ED	VV.	LUUT

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1996	1997	1998	1999	2000	2001	2002	2003	2004
0 pages	0 pages	0 pages	0 pages	4 pages	11 pages	8 pages	15 pages	0 pages
				Aug 15, 2000 * Oct 18, 2000 * Oct 28, 2000 Dec 07, 2000 *	Jan 24, 2001 * Feb 02, 2001 * Mar 30, 2001 * Apr 02, 2001 Apr 05, 2001 May 15, 2001 * Jun 16, 2001 * Jul 21, 2001 Sep 22, 2001 Nov 18, 2001 * Nov 30, 2001	Jun 08, 2002 Aug 02, 2002 Aug 05, 2002 Sep 22, 2002 Sep 27, 2002 Oct 16, 2002 Nov 27, 2002 * Dec 02, 2002	Jan 28, 2003 Feb 04, 2003 Feb 08, 2003 Feb 12, 2003 Feb 13, 2003 Mar 23, 2003 Mar 28, 2003 Apr 04, 2003 Apr 20, 2003 Jun 01, 2003 Jun 02, 2003 Jun 09, 2003 Jun 20, 2003 Jun 22, 2003 Jun 22, 2003	

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Signature Group Internet Marketing has been providing world-class online services CALL FOR AN worldwide from their offices in San Diego and Chiang Mai since 1994. We are masters of Web development and search engine placement. Our proprietary methods have proven to consistently deliver the highest quality leads at our clients cost targets. Signature Group believes in our services enough so that after the standard start up expenses, our fees are based purely on our performance and out of pocket expenses.

Needless to say our dealer clients are successful, high quality automotive dealerships that have decided that they want only the best leads available. Many times they have experienced non exclusive and even fake leads being sold to 1-200-750-1200 multiple dealers and have decided that they want our proprietary lead generation services for their area.



Signature Group Internet Marketing has developed strategic partnerships with thousands of dealers both in the U.S. and Canada. We offer you the opportunity to join this growing network of new and used car dealers and their lending institutions. Dealers are welcome to contact us by E-Mail or call us 9am - 5pm Mondays through Fridays at 1-888-484-7050

Pricing Information:

SEARCHMA

Auto Leads

Proprietary Single User Internet Auto Leads:

Pricing is based upon 3 basic criteria.

- 1.) We supply a car sales lead and
- 2.) We supply a combined car sales and car loan lead and finally
- The third function is based upon quantity of leads purchased. If certain volumes can be reached then there is a volume discount. Not all areas have sufficient population base to achieve volume discounts.

Below is our wholesale pricing for exclusive leads without any filtering. Semiexclusive and Non-exclusive leads are also available, but we do not recommend these and they are not available in all markets. Semi-exclusive leads are leads that are sold to one other dealer in a territory. Non-exclusive leads are sold to a maximum of 3 dealers. Semi-exclusive leads are available at a discount of 20%. Non-exclusive leads are available at a 25% - 45% discount. These leads are only available in territories where we do not have an exclusive relationship with a dealer. Once a dealer decides that they want exclusive rights for a territory we must cease our non-exclusive dealer relationships in that territory. Exclusivity is based upon automotive brand and territorial factors. For example we would only have 1 Chevrolet dealership receiving leads within a 15 mile radius of our exclusive dealer. This means that a 30 mile territory is owned by that dealer.

To view a sample of a standard car sales only form:

Visit http://www.weputthecommercein.com/lead generation services/standard-carsales-application.htm

To view a sample of a standard car sales and credit form:

Visit http://www.weputthecommercein.com/lead generation services/standard-carsales-and-loan-application.htm

Minimum v lume wh lesale pricing parameters as follows:

Signature Group Internet Marketing Amomotive Lead Generation for Car Deal Online :: Information ... Page 2 of 3

Amount	Car Sales Only	Car Sales & Credit Inf .		
000 - 025 Leads	\$12.50/Lead*	\$19.50/Lead*		
025 - 099 Leads	\$12.00/Lead*	\$19.00/Lead*		
100 - 199 Leads	\$11.50/Lead*	\$18.00/Lead*		
200 - 399 Leads	\$11.00/Lead*	\$17.00/Lead*		
400 - 699 Leads	\$10.50/Lead*	\$16.00/Lead*		
700 - 999 Leads	\$10.00/Lead*	\$15.00/Lead*		
1000+ Leads	\$9.50/Lead*	\$14.00/Lead*		
Telemarketing Leads: Add \$6.00 per lead.				

^{*}Pricing based on daily purchases. Leads are sold and distributed on a highest bid basis. Wholesale account must be able to accept all leads from their territory. Add \$2.00 to \$3.00 for each additional filter. Loan amounts over 15K add \$3.00, over 20k add \$5.00.

To print one sales lead per page see http://www.weputthecommercein.com/lead generation services/carsales-sample.htm

To print one credit lead per page see http://www.weputthecommercein.com/lead generation services/car-credit-sample.htm

To view a sample of standard car sales only form:

Visit To print one sales lead per page see http://www.weputthecommercein.com/lead generation services/car-sales-sample.htm

To view a sample of a standard car sales and credit form:

Visit To print one sales lead per page see http://www.weputthecommercein.com/lead generation services/car-credit-sample.htm fill

Getting Started

*Company	
Name:	
*Company Website:	http://www.
ontact Name:	
*Address:	
*City:	
*State:	State or Province
*Zip:	(We'll look up your City and State)
*Telephone:	- (000-000-0000)
Fax:	- (000-000-0000)
*E - Mail:	

Questions or comments? Call today to speak with one of our qualified lead generation professionals at 1-888-484-7050 $\,$

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This Car Lead Generation web site is the property of Signature Group Internet Marketing. "Signature Lead Generation" is a TM (Trade Mark) of Signature Group Internet Marketing



-One of the best advertising networks I've come across.

Greg Chambers

-Thank you for your professional staff who was very responsive to my needs. I received the best conversion rates ever with your programs.

Roslin Engerman

February 6, 2004

Click Here to go back to WordPlanet.com's Homepage

Company Overview Visitor Demographics Adpacks Newsletter Advertising Banner Advertising Stand Alone Email

Fresh Leads:

Cut through the clutter!

Through innovative technology and strategic partnerships with thousands of web sites, our online distribution partners, or Members, represent one of the largest and most productive targeted networks on the Internet.

Mortgage Leads

Exclusive Internet Mortgage Leads:

Pricing is a function of volume purchased and filtering required. Below is our wholesale pricing for exclusive leads without any filters. Semi-exclusive and Non-exclusive leads are also available. Semi-exclusive leads are leads that are sold to one other lender. Non-exclusive leads are sold to a maximum of 3 lenders. Semi-exclusive leads are available at a discount of 20%. Non-exclusive leads are available at a 25% - 45% discount.

T view a sample of a standard form:

Visit http://www.advisorcity.com

To view a sample of a short form:

Visit http://www.advisorcity.com/advisor/shortform.htm fill

Minimum volume pricing parameters as follows:				
Amount	Short Form Cost	Standard Form Cost		
050 - 099 Leads	\$16.00/Lead*	\$19.00/Lead*		
100 - 199 Leads	\$15.00/Lead*	\$18.00/Lead*		
200 - 399 Leads	\$14.00/Lead*	\$17.00/Lead*		
400 - 699 Leads	\$13.00/Lead*	\$16.00/Lead*		
700 - 999 Leads	\$12.00/Lead*	\$15.00/Lead*		
1000+ Leads	\$11.00/Lead*	\$14.00/Lead*		
Telemarketed Leads: Add \$6.00 per lead, and we can only filter by State.				

^{*}Pricing based on daily purchases. Leads are sold and distributed on a highest bid basis. Wholesale account must be able to accept leads from at least 45 States. Leads geographically specific, add \$2.00 to \$5.00 per lead. Add \$2.00 to \$3.00 for each additional filter. Loan amounts over 100K add \$3.00, over 200k add \$5.00.

Would you like more Information?

Fill out the information below to receive a custom quote. One of our Sales Representatives will contact you within one business day

Company	Name:		

business day to reply.

Transactions Protected
By



Thank you for your interest and please allow us one



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ontine Automation, Inc.

Responsive Leads at Wholesale Prices!



Level 1A

Level 1B

Level 2

Level 3

Level 3IP

Home

Ar

We Offer 3 Levels of Semi/Exclusive Leads

One is perfect for you and your organization — whether you email, call your leads, or both!
Call us toll free 888 793-2882 and Troy can help you determine which lead is best for your business.

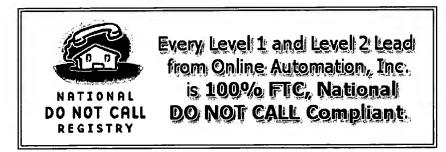
[OVO] 1: Pre-Qualified Fresh "Hot" Leads.

If you are looking for the top of the line lead that is 1 - 72 hours fresh at below wholesale prices...this is it! At these prices there is no better value for a 1-72 hour fresh qualified lead in the business, period. Each and every lead has expressed a desire to start a home based business filling out a "live offer" Web form! They are within 1 hour to no more than 3 days old (mostly within 24 hours) and are exclusive to us. We now have complete control of this lead! These are the best of the best and designed for the serious Network Marketer.

These leads are FRESH - just 1 hour to under 3 days fresh, EXCLUSIVE and are from a "Live Offer" Web form. When you get them they will have been sold only once! These leads will be the most COST EFFECTIVE leads for you to email or call...you've ever purchased.

The problem in the past has been that many companies sell these types of qualified "hot" 1-72 hour leads for \$2, \$3, even \$4 each!

ALL ORDERS COME WITH A 10% OVERAGE TO COVER ANY un-deliverables or disconnects.



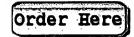
EVERY ONE OF YOUR LEADS comes with the following information:

- First name
- Last name
- Phone number
- Email address
- Mailing address (Address, City, State, Zip)
- Server Time/Date and IP Address (as provided by the lead generator)

Here's your investment options for our **Level 1A Lead**:

Quantity	Price	T tal/M .
50	0.95	\$47.5
100	0.7	\$70
250	0.6	\$150
500	0.5	\$250
1000	0.45	\$450
2000	0.4	\$800
5000	0.35	\$1750
10000	0.32	\$3200

For larger quantities or group purchase options call 888-793-2882. Have the URL you are at now available.



Here's your investment options for our **Level 1 Profile Lead**:

Our Level 1P Lead is our fresh 24 hour PROFILE lead. This lead comes with everything our Level 1A Lead offers plus it's a pre-qualified lead answering these 4 questions for you...

- 1) The #1 reason I am looking for a home-based business is:
- Select----> Tax saving, Be my own boss, Financial freedom, Get rid of debt, Better quality of life, More time with family, Approaching retirement, Job security, Quit my job
- 2) What is your Desired Monthly Income:
- Select----> \$10,000 plus per month, \$5000-10000 per month, \$2500-5000 per month, \$500-2500 per month
- 3) What is your Interest Level:
 - Select----> Ready to get started!, Very Interested, Interested, Somewhat interested
- 4) How many Hours are you able to invest:
- Select----> 5-10 hours per week, 11-15 hours per week, 16-20 hours per week, 21-30 hours per week, Full-Time

Quantity	Price	T tal/Mo.
50	1.05	\$52.5

100	0.8	\$80
250	0.7	\$175
500	0.6	\$300
1000	0.55	\$550
2000	0.52	\$1040
5000	0.45	\$2250
10000	0.4	\$4000

For larger quantities call 888-793-2882 and ask for Mark. Have the URL you are at now available.



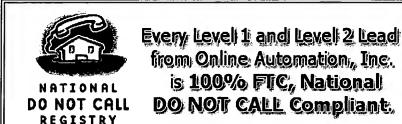
LOVO 2: Top Value Semi-Exclusive Leads

If you are looking for a solid lead you can email then call...this lead is perfect. These leads are still fresh and if you use a program like Postmaster Software or Bamboo Biz Online to email your follow-up automatically, you can generate a ton of interested prospects and team members. This way YOU can pre-qualify them on your own using email and generate hot leads interested in YOUR business! The quality and price of this lead will not be beat.

These leads are 7 to 21 days old, SEMI-EXCLUSIVE and always "Opt-in" from a "Live Offer" Web form. When you get them they will have only been sold less than handful of times!

Many companies sell these type of 7 to 21 day leads for \$.40 to \$.90!

ALL ORDERS COME WITH A 10% OVERAGE TO COVER ANY un-deliverables or disconnects.



EVERY ONE OF YOUR LEADS comes with the following information:

- First name
- Last name
- Phone number
- Email address
- Mailing address (normally) (Address, City, State, Zip)
- Server Time/Date and IP Address (as provided by the lead generator)

Your investment options are as follows:

Quantity	Price	Total/Mo.
200	0.3	\$60
500	0.25	\$125
1000	0.2	\$200
2000	0.18	\$360
5000	0.16	\$800
10000	0.14	\$1400
50000	0.12	\$6000

Limited quantities large purchase options call 888-793-2882. Have the URL you are at now available.

Order Here

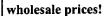
[GVG] 8: "Over 30 day" Opt-In Leads In Bulk

This is the best valued "Opt-in" email autoresponder contact lead on the market today, hands down...and you get more than just an email address!

They're only 30-45 days fresh and sold at prices far below wholesale. You can safely email these leads to generate new subscribers and develop YOUR OWN targeted, pre-qualified, "hot" fresh leads for your exact business! Simply encourage them to respond or request additional information... when they do they're ready, just pick up the phone give them a call.

As a side benefit you are able to quickly build yourself a massive "email-safe" database to share anything you want with them over the long-term.

If your business is a business of numbers this lead can get you some big numbers fast and very cost effective. This is all about working the numbers in bulk, but safely and without spamming! You will NOT be able to buy a better "Opt-in" "live offer" 30 day lead for less money, I guarantee you! This is because we have a special arrangement with one of the largest lead generation companies in the U.S. to buy as many of these 30 day leads as we need at way below



These leads are also FRESH - just 30 to 45 days old, and always "Opt-in" from a "Live Offer" Web form. They will be the most COST EFFECTIVE leads for you to EMAIL...you've ever purchased.

The problem in the past has been many companies sell these types of leads for \$.15, \$.25, even \$.35 each! You would also be amazed how old our competitors leads really are in this aged lead category. Often times they are taken from lists many months old and dreaded spam complaints are certain.

ALL ORDERS COME WITH A 10% OVERAGE TO COVER ANY un-deliverables.

EVERY ONE OF YOUR LEADS comes with the following information:

- First name
- Last name
- Email address
- Phone number (often)
- Address (normally)
- Server Time/Date and IP Address (as provided by the lead generator)

Your investment options are as follows:

Quantity	Price	Total/Mo.
500	0.06	\$30
1000	0.06	\$60
2500	0.05	\$125
5000	0.05	\$250
10000	0.04	\$400
25000	0.04	\$1000
50000	0.03	\$1500
100000	0.02	\$2000

For larger quantities or group purchase options call 888-793-2882. Have the URL you are at now available.

Order Here

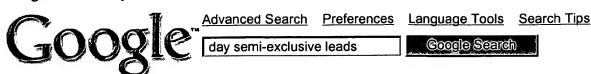
Call toll free 888 793-2882 (ask for Troy) and find ut which leads will work best for you!

mailing lists email lists mlm leads sales leads business leads email leads mailing lists email lists mlm leads sales leads business leads email leads mailing lists email lists mlm leads sales leads business leads email leads

Mailing Lists Email Lists Mlm Leads Sales Leads Business Leads Email Leads Mailing Lists Email Lists

Mlm Leads Sales Leads Business Leads Email Leads

Google Search: day semi-exclusive l



Web · Images · Groups · Directory · News Searched the web for day semi-exclusive leads.

Results 1 - 10 of about 448. Search took 0.44 seconds.

Exclusive Real Time Leads

Sponsored Link

www.goldmillsmarketing.com Goldmills Marketing Leads provides leaders with qualified prospects.

PristineTraffic - GUARANTEED Site Traffic, guaranteed site visits ...

... Level 2 **Leads**: We also offer 30-60 **day semi-exclusive leads** as well at even lower pricing. These are Level 1 **leads** that have been ... pristinetraffic.com/ad email leads.html - 58k - Cached - Similar pages

Mortgage Leads - iQuoteShop.com, Inc. Mortgage Leads

... WHAT ARE **SEMI-EXCLUSIVE LEADS? Semi-exclusive leads** are sold to no more than 4 of our clients. ... CAN I LIMIT THE NUMBER OF **LEADS** I GET PER **DAY?** ... www.iquoteshop.com/mortgage-leads-faqs.htm - 26k - <u>Cached</u> - <u>Similar pages</u>

Mortgage Leads - iQuoteShop.com, Inc. Mortgage Leads

... Select customized lead delivery - Choose between exclusive or **semi-exclusive leads**, real-time or batched once per **day**, Excel or Text E-mail format. ... Description: National mortgage referral service offers home equity and refinance loans.

Category: <u>Business > Financial Services > Mortgages</u> www.iquoteshop.com/ - 20k - <u>Cached</u> - <u>Similar pages</u>

[More results from www.iquoteshop.com]

WordPlanet.com Advertising

... S mi-exclusive leads are available at a discount of 20%. ... Leads geographically specific,

add \$2.00 to \$5.00 per lead. ... will contact you within one business day ... www.wordplanet.com/freshleads.htm - 20k - Cached - Similar pages

Responsive Mailing Lists, Email Lists, Mlm Leads, Sales Leads ...

... These **leads** are 7 to 21 days old, **SEMI-EXCLUSIVE** and always "Opt-in" from a "Live Offer ... Many companies sell these type of 7 to 21 **day leads** for \$.40 to \$.90! ... www.responsiveleads.com/leads.asp - 36k - Cached - Similar pages

FAQ - About our Mortgage Leads / Internet Mortgage Leads

... Exclusive Internet. Semi-Exclusive Internet. AllianceLeads processes thousands of mortgage leads every day. Your satisfaction is our mission. Affiliate Sites. ... www.allianceleads.com/faq.html - 19k - Cached - Similar pages

Shop Mortgage Leads Getting Started - Leads Expo

... Exclusivity: **Semi-exclusive** (delivered to up to two additional brokers) Exclusive. ... **Day** Phone Number: ... Have you ever purchased online **leads** before?: Yes, it was a ... www.leadsexpo.com/getting-started.htm - 48k - <u>Cached</u> - <u>Similar pages</u>

Mortgage leads from TheLoanPage.com

... **S** mi-exclusiv leads are sold to a maximum of three lenders. All orders are fulfilled simultaneously around the same time every day. ... www.theloanpage.com/lenders/faqs/index.asp - 22k - <u>Cached</u> - <u>Similar pages</u>

Signature Group Internet Marketing Automotive Lead Generation for ...

... MiddleInitial: J. Lastname: Jones. Birth Day: 1/23/1985. Telephone: 215-555-1212. ... Semi-exclusive leads are leads that are sold to one other dealer in a territory. ...

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Quality leads at cheap prices
No obligation quote & consultation
www.wholesalelists.net
Interest:

Lead Comparison.com

Overview of the Nation's Top Lead Generation Programs Made Simple! leadcomparison.com Interest:

Never Cold Call, Ever

Generate Leads with no Cold Calling My program can show you how! www.nevercoldcall.com Interest:

High Quality Leads

High quality Leads Unshared and Guaranteed Unique. Affiliate. www.netprofitleads.com/members Interest:

affordable leads

can't function without them
must have for your business
shoestring-budget.com/leads/

See your message here...

Google Search: day semi-exclusive lea

www.weputthecommercein.com/lead%20seneration%20services/ standard-car-sales-application.htm - 44k - Cached - Similar

ORDER NOW!!

pages

... Your leads are Semi-EXCLUSIVE to you (Note: The older 90+ day old I ads have been sold multiple times; use at your own risk.) All I ads come with first name ... www.msleadspro.com/responsive.htm - 59k - Cached - Similar pages

Goooooooogle ▶

Result Page:

1 2 3 4 5 6 7 8 9 10

day semi-exclusive leads

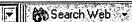


Search within results

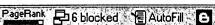
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Google Home - Advertise with Us - Business Solutions - Services & Tools - Jobs, Press, & Help

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Web - Images - Groups - Directory - News Searched the web for **unshared leads**.

Results 1 - 10 of about 4,600. Search took 0.34 seconds.

Unlimited B2B Sales Leads

Unlimited B2B leads: \$9.95/month Perfect for growing your business.

Buy Top Vendor Leads

www.goleads.com

www.slmbiz.com Buy top-quality leads from leading vendors in 1 transaction!

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MLM Leads

... Net Profit MLM Leads (500 unshared leads \$29.00) Rating 10/10 In the world of Internet Marketing the most important resource is HIGH-QUALITY LEADS. ... www.vistraffic.com/leads.html - 14k - Cached - Similar pages

Will Send 100 Unique Visitors Your Web

... We are bidding on 100 completely **unshared** mlm **leads** and totally unique to you, no one elese will ever receive the same **leads**. Your ... www.themanmachines.com/ p32-46685-will-send-100-unique-visitors-your-web.html - 29k - Cached - Similar pages

Top Income Generators from Lorrin Lee

... 7. Net Profit Leads - 500 fresh (under 30 days old) unshared double opt-in MLM leads monthly. These leads requested info on making money online. ... www.topincomegenerators.com/ - 17k - <u>Cached</u> - <u>Similar pages</u>

Net Profit Leads - Fresh, Responsive Leads

500 MLM leads every month that are completely unshared and totally unique to you, no two members will ever receive the same leads. ... www.netprofitleads.com/members/2000gold/ - 27k - Cached - Similar pages

Energy

... Kiosk Leads. Self-selected, laser-targeted and unshared leads. The highest quality you'll find ... anywhere! Unbelievably modest cost. ... www.wealth-spring.com/energy.htm - 101k - Cached - Similar pages

washingtonpost.com: Before Sept. 11, Unshared Clues and Unshaped ...

... 11, **Unshared** Clues and Unshaped Policy. ... 11, most of the thousands of intelligence **leads** pointed to an attack on Americans or their properties overseas. ... www.washingtonpost.com/ac2/wp-dyn/ A30176-2002May16?language=printer - <u>Similar pages</u>

Amine Structure & Synthesis

... This ignores the **unshared** electron pair, whose inclusion **leads** to the tetrahedral description and the corresponding understanding of the nitrogen's ... chemistry2.csudh.edu/rpendarvis/aminbassyn.html - 12k - <u>Cached</u> - <u>Similar pages</u>

<u>Search</u>

... www.LeadToRealty.com. High Quality Leads. High quality Leads Unshared and Guaranteed Unique. Affiliate. www.netprofitleads.com/members. ... www.prettyimperfect.org/search/ results.asp?KeyWords=Lead - 28k - Cached - Similar pages

Solytext.HTM

... It is important to note that the pair of unshar d electrons counts as 1 thang, and that an atom counts ... This leads to fairly symmetric arrangements of the thangs ... web.umr.edu/~gbert/VSEPR/vsepr.HTM - 14k - Cached - Similar pages

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Buy Leads Wholesale

Quality leads at cheap prices No obligation quote & consultation www.wholesalelists.net Interest:

Sales Leads that work

Quality sales leads that work
Cheap prices - no obligation quote!
www.martinworldwide.net
Interest:

Generate Sales Leads

Make Customers Call You First Don't Sell Harder - Market Smarter www.perrymarshall.com Interest:

500 new leads only \$4.95

Along w/free unlimited voicemail, free auto responder & more, aff. www.namesint.com/rpierce.mv

Receive Qualified Leads

for individuals looking at business opportunities www.ceoenterprises.com Interest:

Expert Lead Generation

Quality Sales Leads That Work Increase ROI w/ Targeted Marketing www.LeadCell.com Interest:

Never Cold Call, Ever

Generate Leads with no Cold Calling My program can show you how! www.nevercoldcall.com

500 Leads for \$29.95

High-Quality Exclusive Double Opt Earn Monthly Residual up to \$26K. www.netprofitleads.com Interest:

See your message here...

Search

... www.A121.com. High Quality Leads. High quality Leads Unshared and Guaranteed Unique. Affiliate. www.netprofitleads.com/members. Search ... www.paintball-tribal.com/search/ results.asp?KeyWords=Lead - 25k - Cached - Similar pages

Goooooooogle >

Result Page:

1 2 3 4 5 6 7 8 9 10

Next

unshared leads

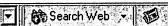
Google Search

Search within results

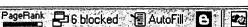
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Search Tips Language Tools

unshared leads days

Goodle Search

Web Images - Groups - Directory - News -Searched the web for unshared leads days.

Results 1 - 10 of about 1,850. Search took 0.23 seconds.

MLM Leads

... leads every month that are completely unshared and totally ... Your leads will consist of name, email address, mailing ... They are very fresh, under 30 days and in ... www.vistraffic.com/leads.html - 14k - Cached - Similar pages

Will Send 100 Unique Visitors Your Web

... We are bidding on 100 completely unshared mlm leads and ... Your leads will consist of name, email address, mailing ... They are very fresh, under 30 days and in ... www.themanmachines.com/ p32-46685-will-send-100-unique-visitors-your-web.html - 29k -Cached - Similar pages

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500 MLM leads every month that are completely unshared and totally ... Your leads will consist of name, email address, IP ... They are very fresh, under 30 days and in ... www.netprofitleads.com/members/lorrin - 27k - Cached - Similar pages

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... 2. Net Profit Leads - 500 fresh (under 30 days) unshared double opt-in MLM leads monthly. These leads requested info on making money online. ... www.myopps.citymax.com/page/page/740606.htm - 40k - Cached - Similar pages

Energy

... Kiosk Leads. Self-selected, laser-targeted and unshared leads. ... ---- What are you going to do with your leads? ... Five Days to More Traffic! ... www.wealth-spring.com/energy.htm - 101k - Cached - Similar pages

Nebraska History and Record of Pioneer Days

... lake-- Success is bootless where it is unshared." Here grim ... But love that blindly leads is seldom wrong, For most ... But when Nacoumah, in the April days, I met ... www.rootsweb.com/~neresour/OLLibrary/ Journals/HPR/Vol06/nhrv06p8.html - 27k - Cached - Similar pages

washingtonpost.com: Before Sept. 11, Unshared Clues and Unshaped ...

... 11, Unshared Clues and Unshaped Policy. ... suspicions of a hijacking plot just five days later, the ... 11, most of the thousands of intelligence leads pointed to an ... www.washingtonpost.com/ac2/wp-dyn/ A30176-2002May16?language=printer - Similar pages

AdlandPro-Listings

... unshared. Your leads will consist of Name, Email Address, Mailing Address, Phone Number, IP Address, Time/Date Stamp. They are very fresh, under 30 days and in ... www.adlandpro.com/ShowList.asp?cat=43&country=EN - 44k - Cached - Similar pages

Tahitian Noni International and Business Opportunity, MLM network ...

... 2. NET PROFIT LEADS 500 fresh (under 30 days old) unshar d double opt-in MLM leads monthly. These leads requested info on making money online. ... www.faddybike.com/tni.htm - 101k - Cached - Similar pages

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affordable leads

can't function without them must have for your business shoestring-budget.com/leads/ Interest:

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Result Page:

1 2 3 4 5 6 7 8 9 10

Google Search Search within results unshared leads days

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Search Tips

exclusive rights leads days

Goodle Search

Web Images Groups Directory News Searched the web for exclusive rights leads days.

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Exclusive Real Time Leads

Sponsored Link

Goldmills Marketing Leads provides leaders with qualified prospects. www.goldmillsmarketing.com

PristineTraffic - GUARANTEED Site Traffic, guaranteed site visits 30 day exclusivity to these fresh leads - this is almost unheard of in the industry at this pricing. Each lead is days old and you have exclusive rights for 30 ... pristinetraffic.com/ad email leads.html - 58k - Cached - Similar pages

Wrongful "Orange Book" Listing Raises Red Flag with FTC; Leads to Book" Listing Raises Red Flag with FTC; Leads to Consent ... Within 45 days of this filing, Biovail filed a ... required to divest part of the exclusive rights to the ... www.ftc.gov/opa/2002/04/biovailtiazac.htm - 18k - Cached - Similar pages

Terms and conditions - Internet mortgage lead, exclusive mortgage ... Terms and conditions - Internet mortgage lead, exclusive mortgage leads, The internet's most comprehensive database of mortgage leads. Sign up for a free ... www.internetleads.net/terms_and_conditions.asp - 10k - Cached - Similar pages

Mlm leads, Network marketing leads, Business opportunity leads "How Your Competition Just Stole 10 New Downline Members Right Out Of Your Lap!". ... Exclusive leads sold ONLY to YOU! Between 1 and 4 days old! ... www.prospectproleads.com/ - 51k - Cached - Similar pages

Exclusive Mortgage Leads, Cheap Mortgage Leads, Lead Prices, \$8.00 EXCLUSIVE LEADS Our exclusive leads will be sold to one ... © 2002-2003 eLeadz All rights reserved ... Disclosures and Licenses | Holiday Schedule | Site Map | Leads. www.eleadz.com/index.cfm?fuseaction=highlights.pricing - 39k - Cached - Similar pages

Cheap Quality Leads - FindMyLeads.com

... sort them by Area Code and have leads sent to you right away. How many times are the leads sold? An exclusive lead is sold only once. After 30 days that lead ... www.findmyleads.com/faq.asp - 32k - Cached - Similar pages

Dvax Alliances

... Subject to Bracco's exclusive rights in the imaging field ... retained ownership rights to the leads we generate ... Bracco has a right to terminate our collaboration ... www.dyax.com/company/all diag.asp - 15k - Cached - Similar pages

kalahari.net - see where it leads you

... e-Trader we grant you the non-exclusive right to display ... or that infringes on our intellectual property rights. ... You have three working days from the last day ... secure.kalahari.net/e-trader/ econtract.asp?toolbar=mweb - 13k - Cached - Similar pages

Receive exclusive home business leads to grow your home business ... of the ONLY sites on the web that REALLY sells exclusiv leads. ... All Leads will be people who are expecting you to ... in a home-based business opportunity RIGHT NOW ... www.trafficexcess.com/Homebusinessleads.html - 26k - Cached - Similar pages

... com FULLY GUARANTEE'S that YOU and YOU alone are the only one with rights to the ... 1000 MLM Leads Best Prices. \$1225.00. ... Exclusive Leads (Sold Only Once - TO YOU ...

Sponsored Links

Buy Leads Wholesale Quality leads at cheap prices No obligation quote & consultation www.wholesalelists.net

Interest:

Lead Comparison.com Overview of the Nation's Top Lead Generation Programs Made Simple! leadcomparison.com Interest:

Never Cold Call, Ever Generate Leads with no Cold Calling My program can show you how! www.nevercoldcall.com Interest:

High Quality Leads

High quality Leads Unshared and Guaranteed Unique. Affiliate. www.netprofitleads.com/members Interest:

affordable leads

can't function without them must have for your business shoestring-budget.com/leads/ Interest:

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Result Page:

1 2 3 4 5 6 7 8 9 10

Nex

exclusive rights leads days



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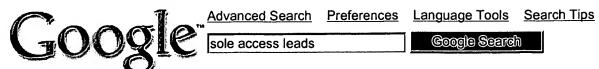
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Google Search: sole access leads



Web · Images · Groups · Directory · News Searched the web for **sole access leads**.

Results 1 - 10 of about 394,000. Search took 0.47 seconds.

business leads

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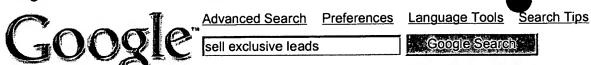
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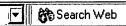


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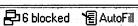
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Lead Pricing - What Would You Like? Exclusive or Non-Exclusive Leads



⇒Exclusive vs. Non-exclusive

When purchasing leads from Auto-Insurance-Leads.com, you have the choice of either exclusive or non-exclusive leads. Exclusive leads are sold only once, and then removed from our resale database, allowing you to have a one on one relationship with the consumer. Non-exclusive leads are sold not more than three times, giving you a lower cost per lead, and a competitive bid for the consumer.

Whichever type of lead you are looking for, with Auto-Insurance-Leads.com working with you, real-time consumer responses are only a click away!

What Our Clients Say!

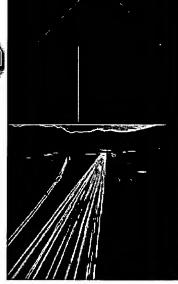


"I've been looking for a cost effective way to market my business for the last few years! Since I've found Auto-Insurance-Leads.com, my production has boomed, and my marketing costs are down! Thank you for a wonderful service!"

Eric Gray - Gray Insurance and

Planning





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Lead Pricing - How Auto-Insurance-Leads.com's Leads Are Priced



⇒We're a real-time market driven web site!

We let the market drive our pricing. What you want and how you work determines how much a given lead will cost. We adjust the price of any given lead based on a combination of factors. We consider the age of the lead, the location, and with some leads whether or not the lead is sold to more than one agent, (non-exclusive). Our base lead price is currently \$15.00. The prices of the leads are discounted from there and the current lowest priced exclusive lead in our system is \$3.00.

• Lead Age

The general rule of thumb is the fresher the lead, the better the chance of a sale! That being said, some folks want to buy more leads at a discount even if they are a couple of days old. With Auto-Insurance-Leads.com, we can accommodate both styles of client. The fresher the lead, the more the lead will cost. Bargain hunters can buy older leads at a discount. With intelligent pricing, you decide what you pay. Please note: No lead in our system is more than three days old.

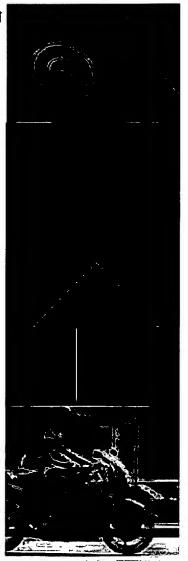
Lead Location

We let the market drive our pricing. Let's face it - some geographic areas command a premium - others don't. We discount our leads based on geographical demand. Areas in low demand are immediately discounted using our pricing management service. For example, a brand new lead in Fairbanks Alaska will be priced lower than a lead in Beverly Hills California - all other things being equal.

• Exclusive vs. Non-exclusive Leads

Some of our leads are available on a non-exclusive basis. When there is enough demand in a particular geographical area we makes leads available on a non-exclusive basis. What this means is that a lead will be available for sale to up to three different agents. This is strictly a first-come first served situation. The first individual that buys the lead gets the first chance to contact the potential client. It pays to watch for non-exclusive leads as they become available. Whichever way you purchase leads (exclusive or non-exclusive), with Auto-Insurance-Leads.com, the choice is yours!

Remember, as a member of Auto-Insurance-Leads.com, the choice of what leads that you would like is always yours!



What Our Clients Say!



"All I can say is since I started using your leads, my life has become so much less! Less hassles, less marketing mistakes, less slammed doors! One thing that has been more since I started using your service.....More money! Thank you!" Michael Thomas - Alliance

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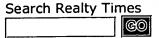


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Agent News > Columnist Blanche Evans

We're Not Interlopers, Says Lead Generation Company

by Blanche Evans

There are many ways agents can spend their money on the Internet, and debate is evolving on whether some of those ways are smart or not. There are lead generation companies that sell leads, sell exclusive advertising rights to neighborhoods or zip codes, and sell closed leads for referral fees.

For example, the high cost of working with referral fee-based third parties that use your listings to increase their traffic without paying you or your MLS, submerge your brand to their "network," charge up to one-third of your earnings for a closed lead, and encourage consumers to ask you to compete against other agents by lowering your fees is only beginning to dawn on some agents and brokers. As these agents realize how much they are truly paying, which is way beyond the referral fee, they are calling these companies "interlopers."

"The reason why the whole referral fee debate is a concern," says <u>Most Home Corp.</u> Glenn Davies, vice president of sales and marketing, is that "we aren't a referral fee company, but we get lumped in with the interlopers."

"Getting between brokers and their listings are using them to skim customers," clarifies Davies, "we think that is reprehensible."

Most Home, says Davies, doesn't divert leads -- it helps agents manage their own. The company has been in business about five years and generates approximately 3000 leads per day between about 5,800 agents.

"We'll put up a website," says Davies, "but we know the agent is busy and not tech-inclined and they have no time to manage leads, so we'll bet on you. We'll qualify the client, put our licensed agents in-house to phone and contact your Internet leads for you and those we pass on to you. Forty percent of agents pay us a referral fee to do that. Another 25 percent are paying us a fixed fee for volume of leads, and they are getting



Columnist Blanche Evans

Spotlight



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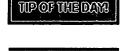
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two-to-three completions a year. And others are self-managing their own websites using our software to filter leads."

Davies says, "We see ourselves as personal assistants. You can license our technology, or we'll do it and you pay a referral fee or you pay a flat fee. We don't aggregate leads and sell them to agents."

He turns up his nose at the user agreements that most virtual office websites require consumers to click through before they can see homes.

"What we use on agents' websites is VOW-like," says Davies. "About 40 percent fill out the data, but the problem we have is asking the client to engage in a buyer's agreement. That is far too forward and not consumer-friendly. You are agreeing to a buyer's agreement, but they aren't binding, and that is deliberately cumbersome, which is at the center of the whole VOW debate."

According to Davies, consumers don't like VOWs. "We talk to 400 consumers a day, and we put them through a full 15-minute interview to ask them for more information. When we are finished with them, we tell them we will ask their agent to call them. One of the things we ask is 'How did you find the agent's Website?' There are three things these consumers tell us they want: a Realtor they can trust, more information about the market, and more information on MLS data they can find on the Internet."

Consumers want the data that the MLS was never intended to address -- like whether or not there are cats in the house, or dogs in the backyard. They want more pictures, he says.

After software and personnel filtering, Davies says that 3.68 percent of one million leads are good enough to pass on to agents. Most consumers, says Davies, want "an idea" of what is available and to do some basic research before engaging the services of a Realtor.

Consequently, a lot of Internet leads aren't really leads, and finding out which ones are is a valuable service.

Published: December 16, 2003





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Blanche Evans is the publisher of <u>Agent News</u> and the associate editor of <u>Realty Times</u>, the Internet's largest independent real estate news service. She is the author of two best-selling real estate books: <u>The Hottest e-</u>Careers In Real Estate, Real Estate

Education Company, an Internet marketing primer for real estate professionals, and homesurfing.net: The Insider's Guide To Buying And Selling Your Home Using The Internet, Dearborn, a consumer homebuying and selling guide. In 2000, she was recognized by the editors of REALTOR(r) Magazines as one of the "25 Most Influential People In Real Estate," and in 2003 when the "Most Influential" list was updated, she was recognized as one of nine "Notables." She is also a frequent contributor to "Your Money" on CNN fn.

- E-mail Blanche at: <u>blanche@realtytimes.com</u>
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AT A GLANCE

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Sub-prime Mortgage
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IN THIS SECTION V

AllianceLeads processes thousands of mortgage leads every day. Your satisfaction is our mission.

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Frequently Asked Questions

Q. Who is AllianceLeads?

For years AllianceLeads has been offering only high quality const leads to the mortgage lending industry. Since pioneering online at during the mid 1990's AllianceLeads now has the ability to genera 1,000's of high quality mortgage leads daily. Packaging our Intern Generated Mortgage with our Telemarketing Mortgage lists make AllianceLeads a leading choice for lending institutions nationwide

Q. Do you have a return policy for invalid leads?

All of our mortgage leads are backed by our 100% Satisfaction Guaranteed program. Returning leads is as simple as emailing the to our lead dispute department along with valid dispute reasons a leads will be replaced or credited to your account.

Q. How do you process your leads?

AllianceLeads has multiple product offerings ranging from Telem Consumer Lists that have been filtered to specific demographics s Sub-Prime, Conforming, FHA, VA plus we offer high quality Inte Generated Mortgage Leads.

AllianceLeads Telemarketing Consumer Lists are compiled from of escrow homeowners data and run against several consumer data. This proprietary extract uses credit information that is SCORED HOUSE HOLD LEVEL! It is NOT a Zip+4 Summarization.

AllianceLeads Internet Mortgage Leads are compiled straight fro Internet. AllianecLeads has a vast network of banner-advertising marketing, pop-over and pop-under advertisements, plus 100's of working with us to generate the most highly qualified Internet Mc Leads.

Q. How and when will I receive my leads?

Once your account has been setup in our Lead Management Syste (LMS) any leads that fall into the categories which you have set w flagged and distributed to you through out the day. Unlike other I Lead companies that proclaim they can see the future, we can not when our system will receive the specific leads that fit your criteri orders typically take a 1-3 days to fill assuming not to many select been requested.

Q. What is the difference between Exclusive and Semi-Exclusive?

Exclusive Leads are generated and filtered per your requirements ONLY to you. AllianceLeads will not sell any Exclusive Lead to a other then the priority Exclusive buyer.

Semi-Exclusive leads are generated with the same precise quality Exclusive Leads although per industry standard AllianceLeads withese leads to no more then 2 other clients.

Q. How will I receive my leads?

Typically your leads will be sent to you via electronic mail.



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Dear Networking Friend,

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Well, the same is true in MLM Prospecting (but the reverse is also true), which means....

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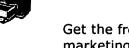
O All Leads are Fresh!

Our leads are **1-4 Days fresh** which means you can contact them while they are still interested and searching for a good home-based business instead of weeks or even months later like leads from other companies.

Our Leads are nly sold <u>ONCE!</u>

We don't sell our leads over and over again like so many other companies. When you get a ProspectPRO Lead, **you are the only pers n buying that lead**. That means they won't be flooded with dozens of other offers besides yours and will be mor interested in what you have to offer. (In case you didn't know, most other companies sell their leads to an *average* of 5-9 other networkers.)

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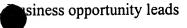


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Every lead will be a US Resident, at least 18 years of age, and we personally guarantee every single one of them to have BOTH a go d email address AND a good ph ne number or we will replace it n questi ns asked. That means you will be able to contact all of your leads - there is no other company in the leads business that is standing behind their leads with this INRONCLAD GUARANTEE.

- All leads are prequalified and are interested in a home business which means there is a good chance they are interested in what you have to ffer. These are not a bunch of mass leads from some bingo, free lottery or freebie site that were duped into checking a box while trying to win a free box of cracker jacks (like some lead companies try and sell you). All of our leads specifically took the time to read an ad and request more information about a home based business that requires a start up cost (you can read the exact ad). They then are told that they will be contacted within the next week with more information (they are told you will be contacting them).
- All leads are formatted to easily be imported into your autoresponder or followup software in minutes - many of our customers report phenomenal success when used with the FollowUp PRO System! That means you can receive your leads every month and within 5 minutes have them loaded into your FollowUp PRO System so they will be receiving all 28 of the professionally written messages to weed out the tire kickers and get the gogetters to "raise their hand" and say they are seriously interested in what you have to offer.
- Plus Three (3) Free Bonuses All customers receive 3 free bonuses, including one that shows you how to get 94% of your prospects to read your marketing message. You are going to love it. You can read about them here.

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CLICK HERE for One-Time orders!

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NOTE: Due to our strict standards and strong guarantee we only have a limited number of leads available each month. As demand for our leads increases we might be forced to stop taking new lead customers so we can ensure our current customers receive exceptionally high quality leads every month. We recommend signing up for the autoship program today so you will be high on our seniority list of customers.

> From the Desks of Matt Gill and Kevin Wilke. Co-Founders ProspectPro.com



Zarko Dim Denham Sr **FreeCoralCalciur**

"ProspectProl great lead so a difference! complete con information f who are actu **REALLY LOOF** home-based and who actu REMEMBER re information. be said for m sources."



Greenville **DollarsInYour**

"I am a very person and d time to waste bad leads. W great leads, ProspectProL made my life easier. I have businesses ar ProspectProL enabled me t prospects for businesses. 1 save me at le hours of recr every week."

Dear MLM Friend,

Finally, you can stop wasting your time trying to convince the same old crummy, worthless, broke, unmotivated prospects who hide behind their email address and wouldn't respond even if you drew them a map on how to find and click the "Send" button!

You know the ones we're talking about, the Professional Tire Kickers!

Are you tired of working with prospects who could barely pass the 'fog a mirror' test?

As our friend Burke Hedges says, "You can't make a BMW out of a Volkswagen!"

Success in MLM all starts with Quality Prospects.

You've heard the saying, "Garbage in = Garbage Out"...

Well, the same is true in MLM Internet Prospecting (but the reverse is also true!), which means....

Quality Prospects In = Quality New Members Out

We've made it extremely easy to have a constant flow of QUALITY prospects interested in a home business.

We've done all the "legwork" involved in placing the ads, pre-screening the prospects, collecting their contact information, and prepping them for your followup! Due to our unique method of gathering the leads, all the "bad eggs" are weeded out so you only get the serious, interested people to follow up with.

These are the "GRADE-A PRIME" Prospects who are actively seeking a home business and are ready and waiting to hear from you.

We deliver them to you FRESH as milk from the farm - within hours of requesting to be contacted.

Plus, here are the two most crucial benefits of ProspectPro Leads that are going to make all the difference in the world to you:

- 1. You are the **ONLY** person these leads are sold to.
- Every lead is guaranteed to have BOTH a good email address and a valid phone number.

Most other leads providers sell the same leads to WHO KNOWS how many others, and we haven't found anybody who guarantees both a valid email and phone number.

Do you want the topper on the tree? The icing on the cake?

These leads come formatted to easily be loaded right into your FollowUp PRO software for 3 months worth of followup! That's right, just pour these high quality leads into the top of your "online funnel", then let your FollowUp Pro sift, sort, and qualify, so that you can work with the best of the best that come tumbling out of the hopper ready to be sponsored.

Doesn't that sound like a smarter way to work your business online?

Or keep wasting your time trying to convince the same old crummy, worthless, broke, unmotivated prospects.....

Which one will build you a lifelong stream of residual income?

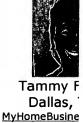
3 Free Bonuses For Acting Right



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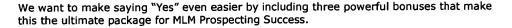
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<u>apben</u>ı

Now



<u>ALL customers</u>, either one-time orders, or autoship, receive the following:

O Free Bonus #1 - Internet Advantage Action Course for MLM'ers

The <u>Internet Advantage</u> is a compilation of **every** marketing technique, tip, trick, little known secret and new twists to old ideas on how to market your MLM business on the Internet.

Its a step by step, take you by the hand, make it so simple an Internet "pre-schooler" can become an Internet MLM expert in 90 days or less. Anybody, and we seriously mean anybody, can successfully build a business on the Internet IF you know what to do, how to do it, why to do it and are given the tools to do it, and then you follow instructions.

You will receive 60+ lessons delivered to you by email over the next 90 days.

Each lesson will go into **detail** on a new action step you can take, and will break it down into **doable activities** that are written in plain English (no geek talk). It will also provide you with **real life examples, simplified instructions** as well as **advanced techniques** for experienced Internet users.

By the time the 90 days are up you will **literally become an Internet expert** and on your way to "guru" status with your upline **begging** you to let them know how you were able to dominate the Internet and enroll record numbers of new, already-taking-action distributors (no sponsoring "anybody that can fog a mirror" in this group!)

Do you think this is "too good to be true"? Here are a few of the many raving testimonials we receive in our office on a regular basis...

"I have been in Network Marketing for 6 years. Tried many, many marketing methods and techniques. Never have I ever found a resource as hands on, all inclusive, this is how you market on the Internet in laymen's terms, effective and productive as yours.

I don't think I can say enough about what the "Prospecting Pro Website" and "Internet Advantage" have done for my online Network Marketing Business. Thanks for unselfishly sharing the industry secrets."

~ T dd Holter

"Your online training is just what I've been looking for! V ry clear and asy to f II w action steps, not a bunch of theory!"

~ Judy Bates

O Free Bonus #2 - Exclusiv , closely-guarded, Copyrighted report titled: "The Proven \$0.38 Difference Maker That Will Not Only Distinguish You From the Competition, But Have Y u on a First-Name Basis With 94% of Your Prospects"

If you pinned Kevin and me down and forced us to answer what is the #1, most critical thing to say and do that will get your leads to respond.... we'd have to tell you.....it's all detailed out in the report.

In this eye opening report, you'll discover:

- O How to get 94% of your leads to feel like they already know you and remember your name.
- O How to have them anticipating your phone call or email using a cheap, easy proven technique.

This report can't be found anywhere else. It is proprietary, "In-House" material. And it's not some tired, old theory either. This was Copyrighted in August 2002, and it's what is working right now.

O Free Bonus #3 - Insider Conversations with MLM Pros

Just recently several **big name MLM Gurus** came together for a one-time, "by-invitation only" tele-seminar where they laid out their best ideas and secrets for making money in Network Marketing. You'll get the entire unedited audio of this powerful session.

You will receive access to a total of 4 recorded training calls that you would normally have to purchase a small fortune of products to gain access to - but we've arranged for you to receive them for free through an exclusive arrangement for ProspectPRO Leads customers only.

On the line were:

David Ledoux Joshua Shafran

Is this a great deal or what?

Okay, so now the moment of truth. The only real question to ask yourself is this:

Are You Willing To Commit Yourself, Wholeheartedly, to Following up With These Leads?

@ Yes or O No

If you've honestly answered "yes", then please consider this a binding contract with yourself right now. This could be the decision that **changes y ur life**. We promise to do our part by delivering the best leads available, if you'll do yours.

In fact, we're so absolutely positive of this – we're willing to give you the best **guarantee** you'll see in the industry!

Here's the Best Guarantee You'll Ever See!

<u>Guarantee</u>: We will provide you with fresh, exclusive leads provided only to you, and every single one of them will be a valid, opportunity-seeking prospect that can be reached by phone AND email, or we will promptly replace it with no questions asked!

Now, the only way you can lose is by missing out on this deal.

Our MLM friends think we're certifiably nuts to offer such a great price, incredible bonuses and **IronClad** guarantee.

Really, there's really nothing left to say. We've done just about **everything possible** to make getting started with **ProspectPRO Leads a no brainer** right away. In fact, if there's something we haven't done (short of giving them away) that you think we should have – let us know. Otherwise, it'll be a huge mystery if you choose not to get in on this deal.

Think about it, you could keep stumbling and fumbling around trying to convince the uninterested tire-kickers to join you in your MLM, or you could get dozens of pre-qualified targeted leads to work with every month.

So what are you waiting for to make your MLM dreams come true?

Best Regards,

Kevin Wilke and Matt Gill Co-Founders, ProspectPro.com

ORDER YOUR LEADS TODAY!

CLICK HERE
for One-Time orders!

CLICK HERE
for Monthly AutoShip.
Receive FREE leads
when you sign up
for no obligation,
cancel at any time
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NOTE: Due to our strict standards and strong guarantee we **only have a limited number of leads available each month.** As demand for our leads increases we might be forced to stop taking new lead customers so we can ensure our current customers receive exceptionally high quality leads every month. We recommend signing up for the autoship program today so you will be high on our seniority list of customers.

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Exclusive health insurance leads



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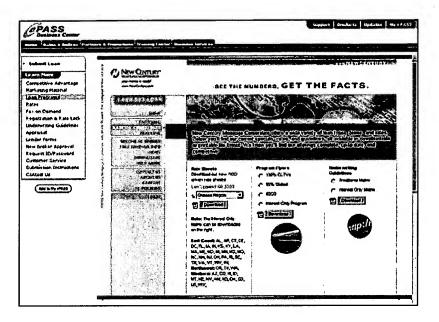
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Who We Are Information Center Careers

Referral Network Co-Branding



Hosted Database

Automated Email Broadcasting

Mortgage Manager Prospecting

Free Monthly Sweepstakes

Hot-Lead Feedback

Marketing Collateral

Your can include pages co-branded with partners from your referral network, automatically enabling coordinated, delay-free referral-customer service (shown: Lender Partner site on ePASS).

Automating Your Referral Network

Referral partners expect quick answers to their customers' questions, answers that often won't wait for voicemail or email delays. Since your busiest times are often your partners' busiest times too, many of their questions can end up going elsewhere for answers.

Ellie Mae embeds referral-partner access within your website—via co-branded pages that enable realtor partners to provide your site's loan information, calculators, applications, and other functionalities to their customers, while enabling them to retain control over where that customer goes for financing.

In addition, a customer entering your site through a co-branded page acquires a unique code attached to any information they supply while on the site, enabling you to include the realtor's name in any future communications with them and alert the realtor that you have done so.

The hidden benefit of this automated referral capability is the fact you can build and maintain a much larger partner network, with fewer disappointments and defections, when you offer both on-demand informational self-service and the ability to track their customers' actions.

May We Help You?

If you have questions about Ellie Mae Executive Websites' marketing and lead generation features, please give us a call at 888-955-9100 (ask for "Executive Websites") or fill out our Learn More form and submit it to us (we'll get back to you in one working day).